

It Takes Better Merchandising To Sell More Meat See p. 25

Vol. 76

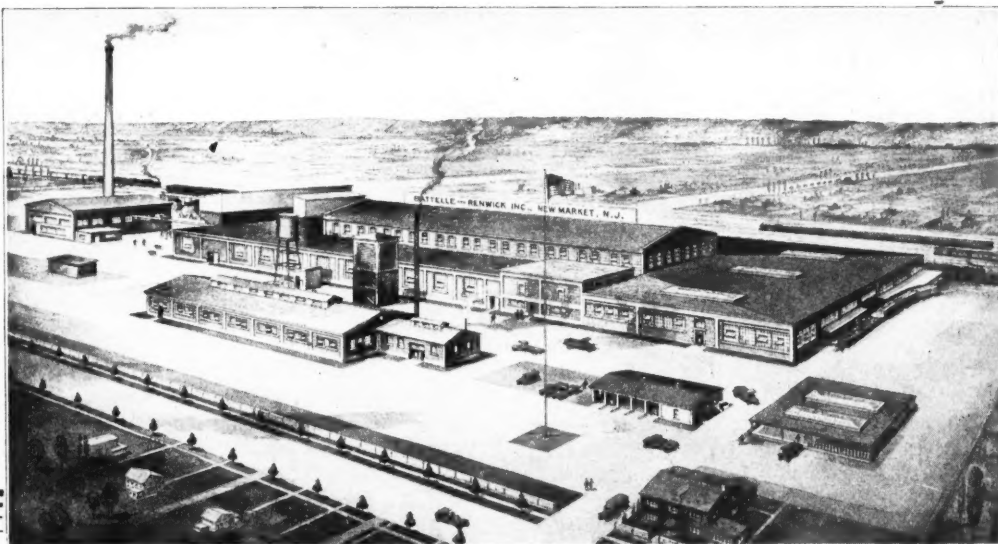
No. 3

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JANUARY 15, 1927



New fireproof refinery built in 1925

NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash), double refined Nitrate of Soda—"The old reliable way to cure meat right"—and refined Nitrite of Soda. All complying with requirements of B. A. I.

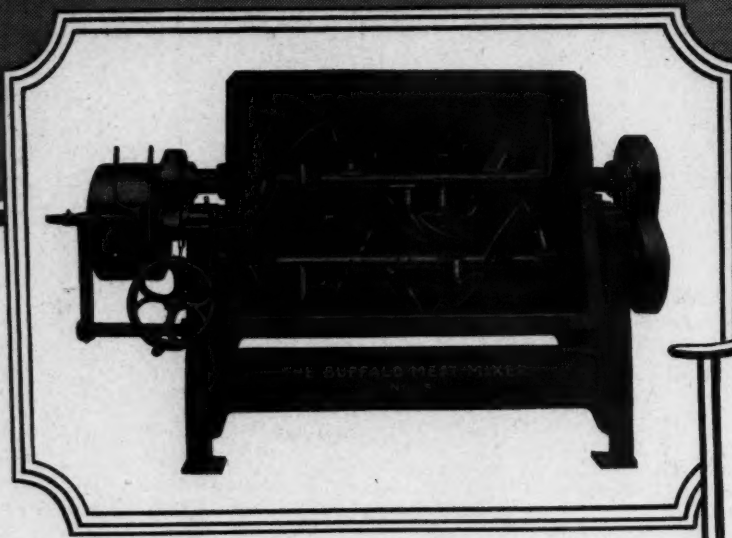
BATTELLE & RENWICK, INC.

Established 1840

80 Maiden Lane

New York City, N. Y.

Kosher Salami — *Special Care Must be Used in Handling* Directions on page 32



"BUFFALO" Meat Mixer

**Thorough mixing—even seasoning—
quality sausage—**

**—are obtained by the "hand-mixing principle"
of the Buffalo Meat Mixer.**

This is the machine with the *self-emptying hopper* that tilts from the center—so easy to operate; *mixing paddles* that won't loosen or break; *heavy metal hopper* that is not affected by meat acids; *exceptionally strong, heavy bearings, frame, etc.*

It is standard equipment with the world's largest sausage makers, some of whose names appear on this page.

John E. Smith's Sons Co.,
50 Broadway,
Buffalo, N. Y.

Gentlemen:

We are glad to comment favorably upon No. 3 Buffalo meat mixer installed about a year ago. This machine has proven economical and convenient. It does satisfactorily its part in the manufacture of VAN DEUSEN SAUSAGE.

We are in receipt almost daily of unsolicited testimonials from Michigan to Florida concerning VAN DEUSEN SAUSAGE:—"First in 1867—Foremost ever since."

Yours truly,

DHVD/A

C. A. VAN DEUSEN CO.
Donald H. Van Deusen, Treasurer.

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway

Buffalo, N. Y.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

**Backed by 56 years experience
building quality sausage making machines.**

A few of the prominent users of "BUFFALO" Mixers

Armour & Company, Birmingham, Ala.

Arizona Packing Co., Phoenix, Ariz.

C. Finkbeiner, Little Rock, Ark.

Carl Roessler, New Haven, Conn.

N. Auth Provision Co., Washington, D. C.

Jos. Phillips Co., Washington, D. C.

Wilson & Co., Jacksonville, Fla.

Armour & Co., Chicago, Ill.

Wm. Davies, Chicago, Ill.

Maier & Co., Chicago, Ill.

Mickelberry's Food Prod. Co., Chicago, Ill.

Mutual Sausage Co., Chicago, Ill.

Newberry Kosher Sausage Mfg. Co., Chicago, Ill.

Vette & Zunker, Chicago, Ill.

Wilson & Co., Chicago, Ill.

Fred Mutschler Packing Co., Decatur, Ind.

Armour & Co., Gary, Ind.

Superior Meat Prod. Co., Gary, Ind.

A. Rowe Sons Co., Terre Haute, Ind.

Armour & Co., Sioux City, Iowa

Cudahy Packing Co., Sioux City, Ia.

Louis Rettberg, Baltimore, Md.

Schludenberg-Kurdie Co., Baltimore, Md.

Handschumacher Co., Boston, Mass.
Chicopee Sausage & Prov. Co., Chicopee, Mass.

Geo. Boepple Co., Worcester, Mass.

Bay City Packing Co., Bay City, Mich.

A. Koegel & Co., Flint, Mich.

Meyer Bros., Ironwood, Mich.

Geo. A. Hormel & Co., Austin, Minn.

Wiegler & Hoffman, Manchester, N. H.

Herman Delle, Hoboken, N. J.

Albany Packing Co., Albany, N. Y.

Louis Meyer Co., Brooklyn, N. Y.

Guckenheimer & Hess, New York, N. Y.

Geo. Kern, New York, N. Y.

Manhattan Prov. Co., New York, N. Y.

Fromm Bros., Rochester, N. Y.

Rochester Packing Co., Rochester, N. Y.

Zweigle Bros., Rochester, N. Y.

C. A. Durr Packing Co., Utica, N. Y.

Pavelka Bros., Cleveland, Ohio

David Davies Pkg. Co., Columbus, Ohio

Val Decker Packing Co., Piqua, Ohio

Peters Packing Co., McKeesport, Pa.

Louis Burk, Philadelphia, Pa.

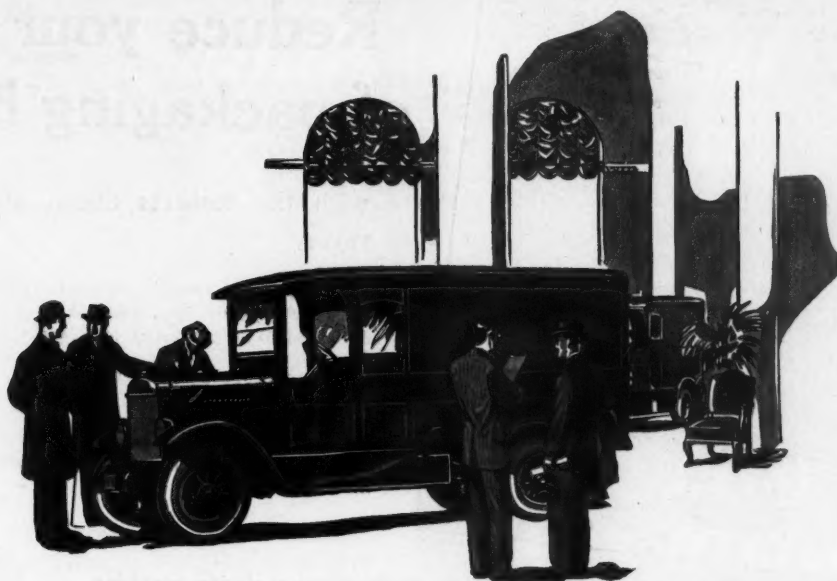
A. Saugy, Providence, R. I.

Gross Food Prod. Co., Milwaukee, Wis.

Quality Products Co., Milwaukee, Wis.

Frank Schaaf, Milwaukee, Wis.

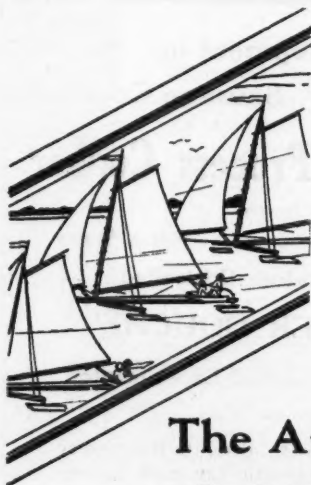
Weisel & Co., Milwaukee, Wis.



A Truck of Superior Quality

SIT behind the wheel of the Autocar $1\frac{1}{2}$ -ton Delivery Truck. Hear the motor hum after the mere touch of a finger at the *self-starter on the dash*. Know, pleasure-car comfort from the flexible springs. Sense the safety when slight pressure on the foot-pedal throws into responsive action the big, *four-wheel brakes*. Know the comfort of reserve *speed*, the ability of the truck to shoot away in traffic and to maintain a controllable pace for mile after mile. Day and night you will enjoy comfort, safety and reliability, for after dark a click of a dash button floods the road with *electric lights*.

The Autocar Delivery Truck is a product of superior quality, combining good looks and mechanical innovations with safe speed and rugged stamina. Write us for further information.



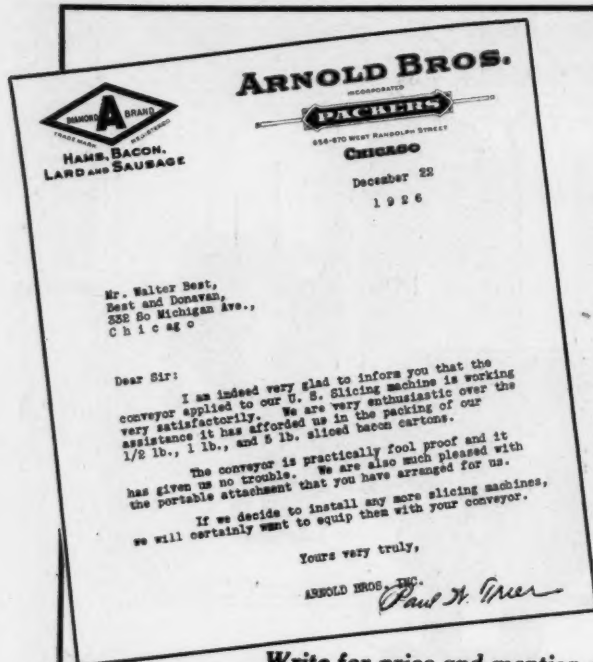
The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Buffalo	Denver	*Lawrence	*Oakland	*San Diego	*Tampa
*Allentown	*Camden	*Detroit	*Los Angeles	*Paterson	*San Francisco	Utica
*Akron	*Canton, O.	*Erie	*Memphis	*Philadelphia	*San Jose	*Washington
*Atlanta	*Charlotte	*Fall River	*Miami	*Pittsburgh	*Schenectady	West Palm Beach
*Atlantic City	*Chester	*Fresno	*Newark	*Providence	Scranton	Wheeling
*Baltimore	*Chicago	*Harrisburg	*New Bedford	*Reading	Shamokin	Wilkes-Barre
*Boston	*Cleveland	*Indianapolis	*New Haven	*Richmond	*Springfield	Williamsport
*Bronx	*Columbus	*Jersey City	*New York	*Rochester	*St. Louis	*Wilmington
*Brooklyn	*Cumberland	Lancaster	*Norfolk	*Sacramento	*Stockton	*Worcester
	*Dallas					York

*Indicates Direct Factory Branch



Reduce your cost of packaging bacon

with the Roberts Sliced Meat Conveyor.

It automatically spreads the slices of bacon in the proper way ready for placing in $\frac{1}{2}$ lb., 1 lb., 2 lb., 5 lb., and 10 lb. cartons or packages.

Speeds up production and reduces your cost of packaging bacon.

Conveyors are shipped assembled ready for attaching. Can be attached to slicing machine in ten minutes.

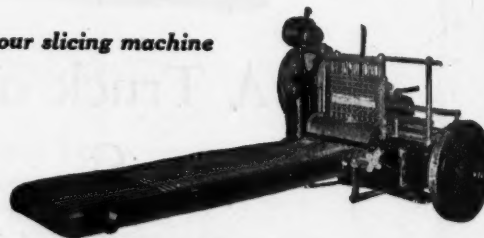
Write for price and mention make of your slicing machine

Best & Donovan

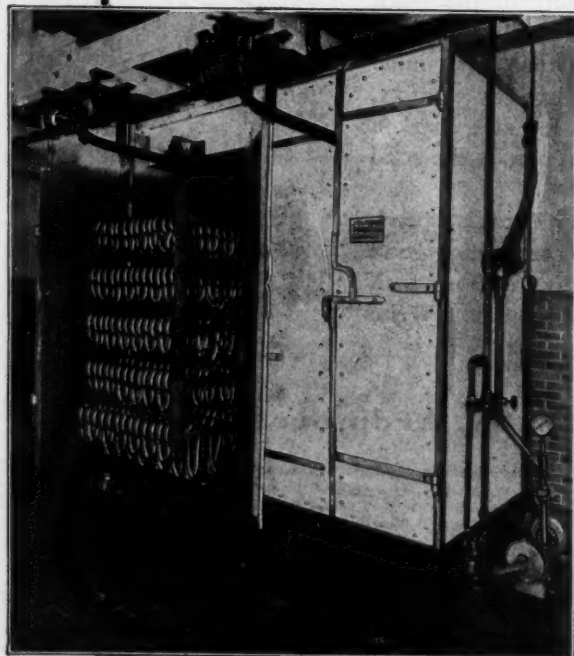
Sole Distributors

332 So. Michigan Ave.

Chicago, Ill.



Solving the Sausage Cooking Problem



The Latest Development in Sausage Cooking

The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box Not a Spray
But a Temperature Controlled
HOT WATER DOUCHE

Perfectured After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago

Stands wheel wear and shock



HERE'S a flooring that will stand up under the grinding wear of your heaviest trucks and makes cleaning the floor an easy task instead of a back-breaking job.

Johns-Manville Industrial Flooring has just the right resilience combined with unusual supporting strength to make it stand up under all kinds of punishment and besides it's absolutely sanitary. Being a one-piece mineral sheet without cracks or joints it can be easily and quickly cleaned. Simply flush it with water. It's non-porous and dense so that it dries off quickly.

Johns-Manville Industrial Flooring is easy under foot, will not originate dust, deadens noise—in short it's the ideal flooring for packing houses and other food product industries.

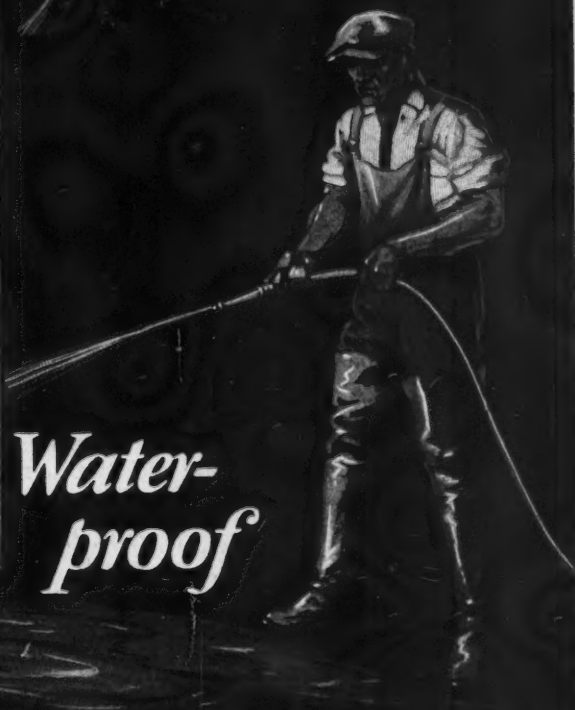
JOHNS-MANVILLE CORPORATION
292 Madison Ave. at 41st St., New York
Branches in all large cities

For Canada:
Canadian Johns-Manville Co., Ltd., Toronto

Easy to clean



Water- proof



Johns-Manville Industrial Flooring meets any combination of specific conditions because its composition may be modified to give it special characteristics that fit individual needs: the ideal packinghouse floor.

JOHNS-MANVILLE

Industrial Flooring

Is your name on this list?

Some of our recent purchasers:

Louisville Provision Co., Louisville, Ky., 3 repeated orders.
 Otto Stahl, Inc., N. Y. City, N. Y.
 Henry Pfeifer, Inc., Newark, N. J., 2 repeated orders.
 Luer Bros. Packing Co., Alton, Ill.
 H. H. Meyer Packing Co., Cincinnati, Ohio.
 E. Kahn's Sons Co., Cincinnati, Ohio, 3 repeated orders.
 Chas. A. Freund, Cincinnati, Ohio.
 Chas. Sucher Packing Co., Dayton, Ohio, 2 repeated orders.
 Warsaw Sausage Mfg. Co., Cleveland, Ohio, 2 repeated orders.
 The Hildebrandt Prov. Co., Cleveland, Ohio, 2 repeated orders.
 Hughes Provision Co., Cleveland, Ohio.
 Theo. Gutscher Co., Cleveland, Ohio.
 Theurer-Norton Provision Co., Cleveland, Ohio.
 Cleveland Provision Co., Cleveland, Ohio.
 The Habermann Provision Co., Cleveland, Ohio.
 Adolph Gobel, Inc., Brooklyn, N. Y.

Henry Kast, Inc., New York City, N. Y.
 Bronx Provision Corp., New York City, N. Y.
 S. Haydu & Son, Newark, N. J.
 Grade A. Provision Co., Brooklyn, N. Y.
 Paterson Smoked Fish Prov. Co., Paterson, N. J.
 Fred Bender Co., Paterson, N. J.
 Buechler-Jaeger Co., Cleveland, Ohio.
 Wetzelberger Bros., Baltimore, Md.
 Blue Ribbon Prov. Co., New York City, N. Y.
 Van Wagenen & Schickhaus Co., Newark, N. J.
 J. A. Gebelein, Baltimore, Md.
 Reimer Bros., Green Bay, Wis.
 John Kern & Son, Portland, Me.
 The Canton Provision Co., Canton, Ohio.
 N. Auth Prov. Co., Washington, D. C.
 C. G. Kriel & Co., Baltimore, Md.
 Farwell, Ozmun, Kirk & Co., St. Paul, Minn.
 Ohio Packing Co., Columbus, Ohio.
 George Kern, Inc., New York City, N. Y.
 T. T. Keane, Washington, D. C.

IF NOT—WHY NOT?

Every one of these concerns is profiting by using H-S Superior Stuffer Pistons, the guaranteed Leak-Proof and Fool-Proof stuffer piston.

We can make the H-S Superior Stuffer Piston to fit your present stuffer. All that you have to do is give us the exact diameter, name of maker, and capacity of stuffer. If you are in the market for a new stuffer, insist that it be equipped with the H-S Superior Stuffer Piston.

Write now for prices

P. O. Box 67

Van Hooydonk & Schrauder

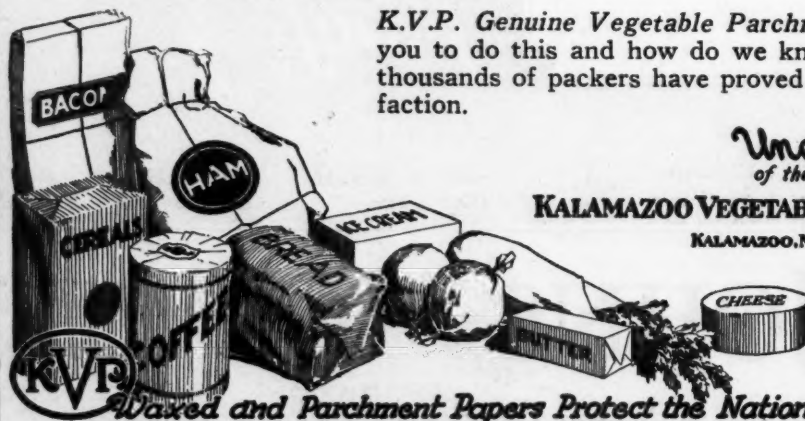
Monroe, Michigan

Uncle Jake says—

"The man who doesn't count his chickens before they are hatched, never sets the hen."

You will agree with us that he is right about it and you will also agree with us when we say that every business man should carefully select the tools of his craft to the end that he may slice off more and better business for himself this year than last year.

K.V.P. Genuine Vegetable Parchment will enable you to do this and how do we know it? Because thousands of packers have proved it to their satisfaction.



Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food.



5 Moving Parts

ONLY

There is a vitally close relation between the simplicity of a machine and its practical value—as regards accuracy, dependability, durability and efficiency.

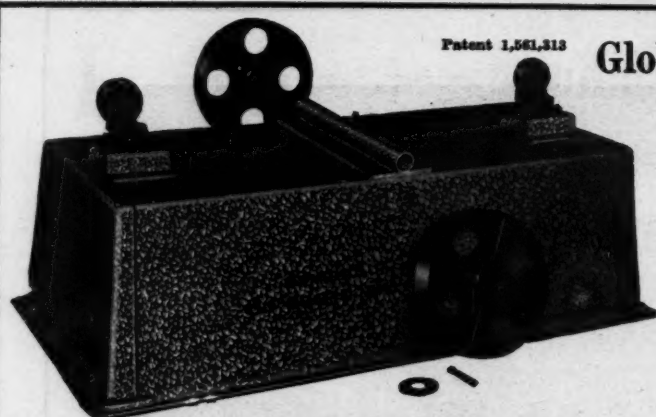
The unrivalled simplicity of the Lamb Automatic Weighing and Filling machine is obvious, when it is known that only five moving parts are used for the complete function of the machine. Furthermore, only one of these parts is in operation at one time. Each part working consecutively, the action of one is completed before the other starts.

The machine has no similarity to the old-fashioned volume filler as it has no timing devices, mechanical trips or knife blade balances to get out of order.

With a Lamb Machine in your lard room, eliminating inaccuracy and waste, you will readily appreciate why the Lamb Machine is the utmost in

SIMPLICITY

Lamb
CORPORATION
PRECISION WEIGHING AND FILLING MACHINES
TRIBUNE TOWER
CHICAGO



Patent 1,561,313

Globe Truck Under Construction

This illustration shows the patented running gear construction used exclusively on Globe trucks. This feature alone is indispensable to the conservative buyer as there are no bolts to pass through body and cause leaks.

Body of No. 12 gauge steel electrically welded and hot galvanized; wheels and castors malleable.

THE GLOBE COMPANY

822-26 W. 36th STREET

CHICAGO, ILL.



The New Improved Bausman Hog Scalding

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Ask your Supply House for details or write us direct

Bausman Manufacturing Co., Millersville, Pa.

The Man Who Knows.



The Man You Know.

Why not make the best sausage when you can do it so easily with the genuine H. J. Mayer products?

Write us for particulars

H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings

All our Products are guaranteed to comply with the B. A. I. regulations

The Peppercorn and Diamond Brand Butchers Cutlery

TRADE MARK

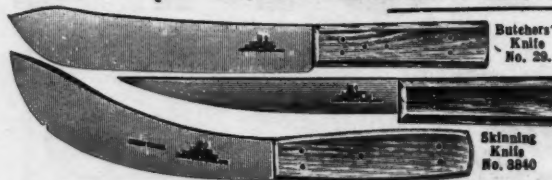


PEPPERCORN
AND DIAMOND
BRAND.

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

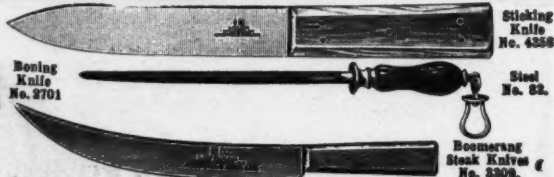
JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.



Butchers'
Knife
No. 29.

Skinner
Knife
No. 3840



Boning
Knife
No. 2701

Slicing
Knife
No. 4358

Steel
No. 22.

Boomerang
Steel Knives
No. 3308.

Established
1750.

THE BEST THEN.

1926

THE BEST NOW.

Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK.

May be obtained from all Storekeepers.

Every Sausage Maker Wanting Speed and Production Will Use These New Type "Boss" Sausage Machines Guaranteed and Proved to Eclipse all Others

The New Boss of Meat Grinders



Patents Pending

New Nos. 61 and 64

Capacity: 6,000 to 9,000
lbs. per hour

Have steel cylinder, feed-screws and ring. Motor is encased in frame, assuring best protection.

Every user is highly pleased with the noiseless, fast and perfect work of these wonderful "Boss" Grinders and Cutters

Encased
Silent Chain
Motor Drive

The New Boss of Meat Cutters

250 and 500 lbs. capacity
43 and 56 in. bowl Cutters with Rapid Unloader



7 knives in 43 in.
bowl
9 knives in 56 in.
bowl

Patented:
April 28, 1925
May 4, 1926

THE CINCINNATI BUTCHERS' SUPPLY CO.

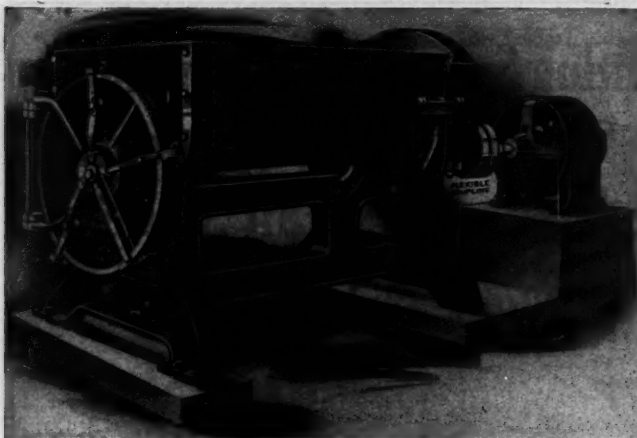
CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



IN THIS WORLD

The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Agents Wanted Everywhere

The Hottmann Machine Company

3325-43 Allen St.

PHILADELPHIA, PA.

Shrouding Pins



To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made with—
cut washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.

HY-GLOSS
MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company**
Joliet, Ill.

KLEEN KUP

*The Package That Sells
—Its Contents—*



Sell More and Better Sausage Meat

Sell your sausage meat in this package and keep it fresh and clean. Your customers will quickly note the difference in quality, over that sold in bulk. This package also gains for you, the advantage of having your trade-name in one or more colors delivered in the home. Good advertising made in sizes to ten pounds. Ask for interesting "Packaged Sausage Meat Information," samples, and new low price quotations.

MonoService Co.
NEWARK NEW JERSEY

"Bringing home the bacon—smoked"

That is what the

Crane Oilgas Smoking System

does, in the fullest sense of the word

Saves you money—Turns out beautiful product

LIST OF CRANE OILGAS USERS

Mutual Sausage Co., Chicago, Ill.....	4	Machines	Oscar Mayer & Co., Chicago, Ill.....	1	Machine
Herman Duntz, Chicago, Ill.....	1	Machine	Emge & Sons, Fort Branch, Ind.....	1	Machine
Jourdan Packing Co., Chicago, Ill.....	4	Machines	Superior Meat & Prov. Co., Gary, Ind.....	2	Machines
Home Made Sausage Co., Chicago, Ill.....	1	Machine	Geo. Derleth, Indianapolis, Ind.....	1	Machine
Lawndale Sausage Co., Chicago, Ill.....	1	Machine	Elkhart Pkg. Co., Elkhart, Ind.....	1	Machine
Gabel Packing Co., Chicago, Ill.....	1	Machine	Kiss & Son, Detroit, Mich.....	1	Machine
United Butcher Pkg. Co., Chicago, Ill.....	1	Machine	C. A. Swope, Detroit, Mich.....	1	Machine
Milwaukee Sausage Co., Chicago, Ill.....	2	Machines	J. A. Peters, Detroit, Mich.....	1	Machine
Cicero Pkg. Co., Chicago, Ill.....	1	Machine	Brelling Bros., Mt. Clemens, Mich.....	1	Machine
Omaha Pkg. Co., Chicago, Ill.....	1	Machine	C. M. Peet Pkg. Co., Okesaning, Mich.....	2	Machines
E. Bucher Pkg. Co., Cairo, Ill.....	2	Machines	Bay City Pkg. Co., Bay City, Mich.....	1	Machine
Steldi Bros., Paris, Ill.....	1	Machine	Pastoor Bros., Grand Rapids, Mich.....	1	Machine
Luer Bros. Pkg. & Ice Co., Alton, Ill.....	1	Machine	Field Pkg. Co., Owensboro, Ky.....	3	Machines
Wm. Fockes Sons, Dayton, Ohio.....	3	Machines	Metzger Bros., Paducah, Ky.....	1	Machine
Chas. Hunn, Chillicothe, Ohio.....	1	Machine	Edw. Reese & Sons, Hazelton, Pa.....	1	Machine
Sandusky Pkg. Co., Sandusky, Ohio.....	1	Machine	Lamberts Market, Tamaqua, Pa.....	1	Machine
W. C. Routh & Co., Logansport, Ind.....	2	Machines	C. Sauerbreit, Fond du Lac, Wis.....	1	Machine
Huntington Pkg. Co., Huntington, Ind.....	1	Machine	C. G. Richards & Sons, Muscatine, Iowa.....	1	Machine
A. Krasner, Terre Haute, Ind.....	1	Machine	The Rath Pkg. Co., Waterloo, Iowa.....	2	Machines
Parrott Pkg. Co., Ft. Wayne, Ind.....	5	Machines	Lang Bros., Syracuse, N. Y.....	1	Machine
Laurents & Hartshorn, Ft. Wayne, Ind.....	1	Machine	J. H. Hill Pkg. Co., Sherborne, N. Y.....	1	Machine
Meier Pkg. Co., Indianapolis, Ind.....	2	Machines	Hertz Bros., Milton, Pa.....	1	Machine
J. F. Schmidt Pkg. Co., Columbus, Ohio.....	1	Machine			

LOW first cost and an operating expense One-Half the cost of smoking with wood or gas.

Write for our actual tests

No odor whatever
Absolutely safe
Even, steady heat
Plenty of smoke



Low cost of
operation
Excellent color
Less labor
Less sawdust

Patented Oct. 19, 1926. No. 1603519.

B. F. Nell & Company

Manufacturers of Equipment and Supplies for the Meat Industry

620 W. Pershing Road

Chicago, Ill.

THE MOLD



"Perfection"

TWO-PIN SAUSAGE MOLD

THE PRODUCT



Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION

LOUISVILLE, KY.

Incorporated

MADE IN U. S. A.

Trouble with your cure?

When curing pickle ferments look out for sour meats! Sugar in your pickle may be the cause of this trouble. Have you tried the new curing sugar made specially for meat curing?

Godechaux's CURING SUGAR

tested by the Research Department, Institute of American Meat Packers, secure you

Quality Product,
Uniformity of Cure and
Material Saving in Cost

PRICE

In 100 lb. Bags.....\$5.70
per cwt. f.o.b. Reserve, La.
In 350 lb. Bags.....\$5.00
per cwt. f.o.b. Reserve, La.

Subject to usual sugar trade terms of
1 per cent cash discount.

Specially prepared for the
Meat Industry in the mod-
ern Sugar Refinery of

GODCHAUX SUGARS, INC.

Godechaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered
prices, both carloads and less than
carloads, quoted on request.



New
Full Capacity
Curing Vats
B. C. SHEAHAN CO.
166 W. Jackson Blvd.
Chicago

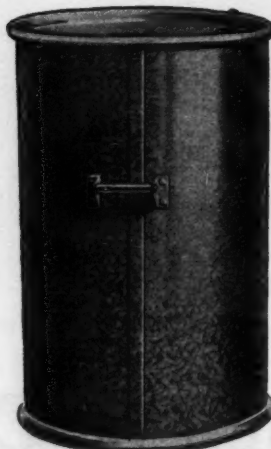
Standard 1500-lb.



Ham
Curing
Casks

Manufactured by
Bott Bros. Mfg. Co. WARSAW
ILLINOIS
Write for Prices and Delivery

Shipping Containers



30 Gallon
18" diam., 28" high.
Without cover...\$6.50
With cover..... 7.50

Made in two sizes—30- and 50-gal-
lon capacity. Drums are of 16-gauge
galvanized steel, reinforced around the
top with $\frac{3}{4}$ " steel pipe, over which
sides are rolled and pressed, forming
a substantial roll top. Bottoms double
seamed and reinforced with $1\frac{1}{2} \times \frac{3}{4}$ "
angle-iron welded and crimped on. No
rivets used in construction. Handles
of same general construction as on all
our containers, only of much heavier
material.

Heavy cast brass nameplates at-
tached to each container.

Both sizes used as returnable lard
containers. Also practical in offal and
cutting departments. Sold either with
or without covers.

**Dubuque Steel Products
Co.**

Sheet Metal Dept.
Kretschmer Manufacturing Company
DUBUQUE, IOWA



CELLOPHANE is the registered trade mark of Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheets and films. It is 100% transparent, strong, flexible, grease- and oil-proof, dust- and air-proof, pure enough to eat and is not highly inflammable.



Reg. U. S. Pat. Off.

Bacon that sells on sight!

WOMEN shoppers today like to see what they buy and will buy more readily the things they see. Selling on sight is selling indeed.

Durr's and many other packers appreciate this, and market their sliced bacon in convenient sales units wrapped in transparent Cellophane.

100% transparency permits the appetizing deliciousness of the bacon to be clearly seen. Complete protection from grease, dirt, dust, and handling. Cellophane gives to bacon, smoked or dried meat products, a touch of quality that puts the item in a class by itself.

Invariably the use of Cellophane has brought a substantial increase in sales for the meat packers who are using it. It will do the same for you. Let us send you free working samples so you can make some trial wraps.

DU PONT CELLOPHANE CO., Inc.

Sales Offices: 40 West 40th St., New York City
Plant and Executive Offices: Buffalo, N. Y.

Canadian Agents:

WM. B. STEWART & SONS
Limited

64 Wellington St. W., Toronto, Canada



The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Four plates furnished with each machine, one fine, one medium, one coarse, and one knife for cutting fat. Also three knives and one fat knife.

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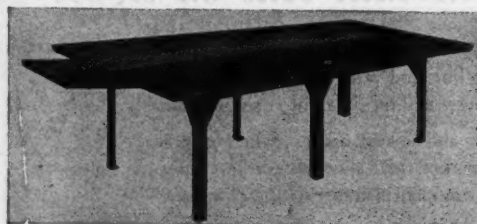


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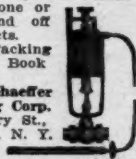
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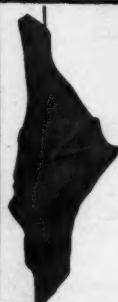
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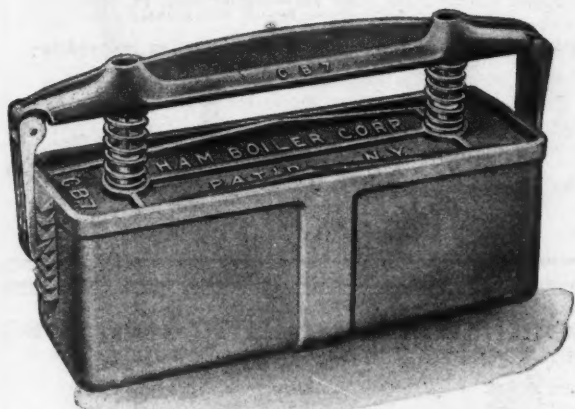
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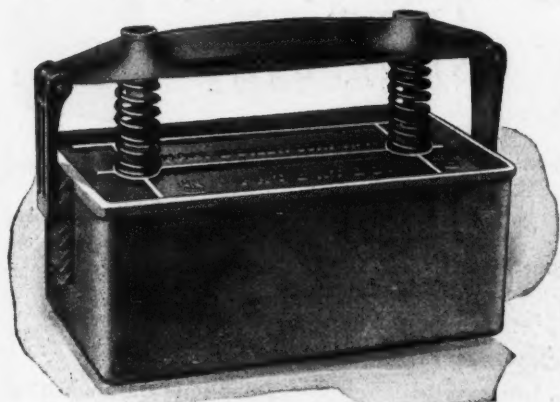
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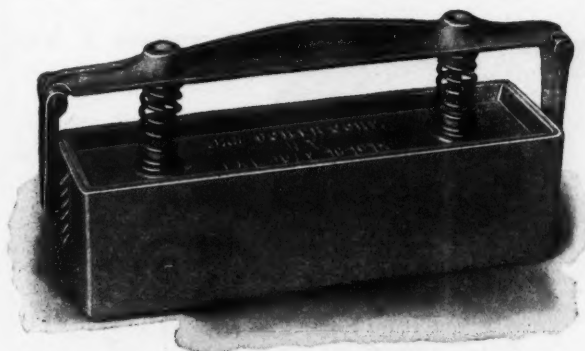


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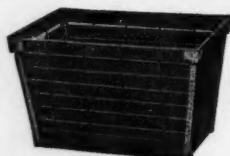
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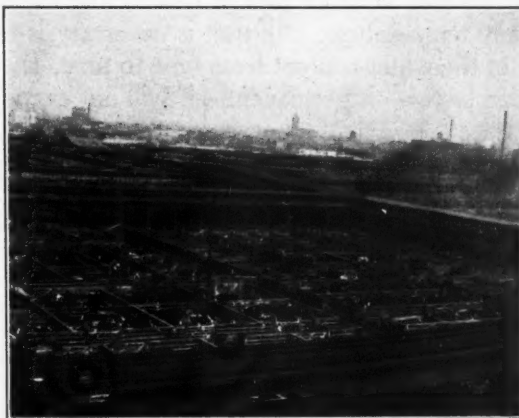


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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the post office at Chicago, Ill., under the act of March 3, 1879.

Vol. 76

Chicago and New York, January 15, 1927

No. 3

How to Sell More Meats to More People

Better Merchandising Methods by Both Packer and Retailer Will Sell Real Meat Values to Public

Better merchandising methods, which will help retailers to do more business as well as packers, were discussed at a meeting of retailers, packers and grocers at Louisville, Ky., on January 12 by John C. Cutting, Director of the Department of Merchandising of the Institute of American Meat Packers.

The meeting was under the auspices of the Louisville Retail Grocers' Association, which includes meat retailers in its membership, with wholesalers and packer representatives as associate members. It was an example of trade cooperation, and part of a program which is being carried out with that end in view.

Mr. Cutting discussed many phases of the merchandising problem, and his remarks are printed in full, as they contain a great deal of practical trade information. He said:

Sell More Meat to More People.

"Sell more meats and groceries to more people." This is as old as the existence of man. And man is still trying to exist.

Food manufacturers of all kinds are making a great play for the American stomach. The American stomach will hold only so much—even though vests come in large sizes.

In the good old days—when men were

men, and women were housekeepers—it used to be that meat was meat; bread was bread, and eggs were eggs. All of these three food commodities were sold on the basis of price and appetite appeal. Nowadays, they are sold on the basis of their food value.

Food Value vs. Appetite Appeal.

Pick up a magazine and see the advertisements. No longer is it: "Raisins are Delicious." The new slogan is: "Have You Had Your Iron Today?"

Other advertisements which keep the optics open are all kinds of breakfast cereals advertised as health foods. Dairy products and fish and bread are advertised as health foods. Even catsup, carbonated waters and what-not are appealing to your stomach and pocketbook on the basis of their healthfulness.

Now, what is the picture we have before us?

It is none other than that the meat industry has to compete with scores of other food manufacturers to secure cargo space in the human stomach.

Other manufacturers today are selling their food products solely on the basis of their respective health appeals. Let's see how this works out in real life.

Boost Health Value of Meats.

Let a doctor tell a patient that he can't eat this or he can't touch that, and what happens? The patient not only doesn't eat that which the M.D. mentions, but he

goes around beefing about it to his friends and relatives. Unfortunately many of his friends and relatives believe what he says, and they too lay off.

Word-of-mouth advertising, if unfavorable, is worse than a plague. It spreads like a blanket.

Men and women want to be healthy. Health makes for a strong body and an alert mind. With both of these assets a person is bound to succeed.

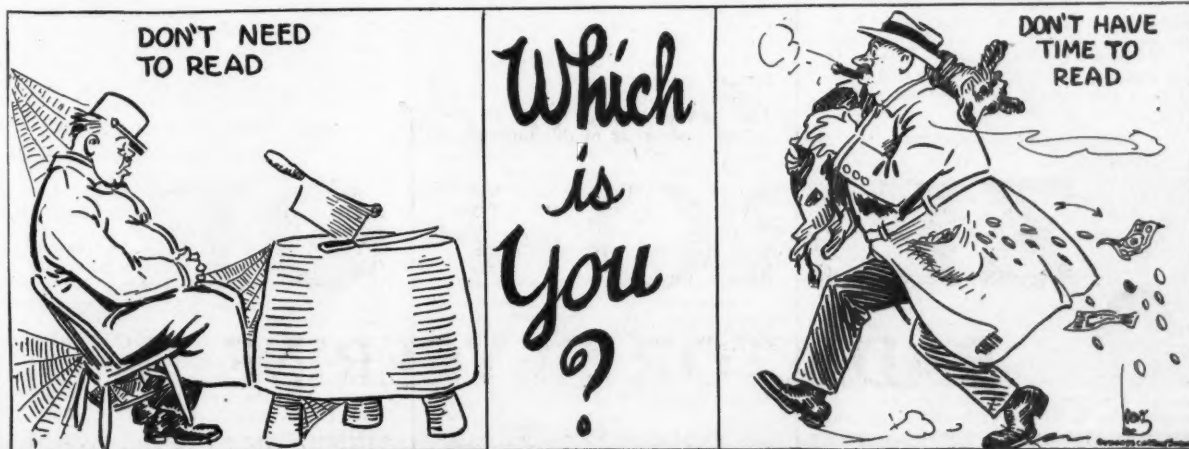
Dealers selling meats should climb aboard the band-wagon and toot the virtues and health-giving qualities of meat products. Instead of selling a nice round steak, it should be selling so much good health. Don't let food faddists, quack physicians or vegetarian extremists tell you that meat is harmful.

Importance of Food Retailing.

But, to get back to you who sell meats over the counter. I wonder if all of you appreciate the significance of being a retailer of food products. Without the grocery store and the meat market, the public would indeed have a difficult time trying to exist.

Can you name another industry as necessary as the food industry? We could get along without shoes; we could get along without clothes. But, we can't get along without food.

The corner grocery store and the meat market supplies the daily sustenance for us to continue to live. We can trot around the corner and buy beef from



(Reprinted by request, as applying either to retailer or packer.)

Texas steers, and a roast of pork from hogs raised in Iowa. You can buy prepared cereals from grain raised in Kansas or the Dakotas. But what if you had to go to Texas, Iowa or North Dakota for your beef steak, your pork roast, or your breakfast food?

The general scheme of foods distribution has been so well worked out that the big consuming centers East of the Mississippi river are regularly supplied with sufficient quantities of foods from the big producing centers West of the Mississippi river. There are 122,000 meat markets alone which see to it that the workingman and the housewife has his and her daily meals.

Size of the Meat Business.

But let us look into this a little closer in order to appreciate the significance of the retailer who sells meat. The livestock and meat industry, of which many of you men are an important part, is by far the largest and most important industry in the United States. Its operations involve millions of dollars, millions of head of livestock and hundreds of thousands of men. The meat packing industry alone is the third largest in the country.

Just another fling at the figures: Approximately 60,000,000 lbs. of meat are supplied daily to consumers in the United States. When you weigh these facts and figures, gentlemen, you cannot help but appreciate the great potentialities of your organization, the responsibility of your own individual efforts, and the great contribution which you make to the nation's welfare.

You can well understand, then, that the public cannot do without the grocery store or the meat market. Now, knowing this has made some retailers careless, while at the same time it has convinced other dealers—more energetic and more alive to the situation—that there is a good living for them if they merchandise their food products intelligently and satisfactorily to the customer.

Must Satisfy the Customer.

And in merchandising food products there is one big item to remember: That is, the customer must be satisfied. No matter whether it's the chain store or the service store, those who make purchases at these respective stores want to leave with the feeling that they are getting value received. Some customers consider value received when they are given service, such as credit and delivery. Others consider value received solely on the basis of low prices.

There is a place in the general scheme of affairs for both types of stores. In a congested section, close to adequate transportation facilities, the cash-and-carry store has more of a chance. Some people don't mind carrying bundles if they are near car lines.

The service store appeals to those who do not care to do their own shopping. They prefer to phone their orders and have their goods delivered. They do not shop on the basis of price appeal. Service in good measure is what appeals to this class, and they are willing to send their checks at the end of the month.

Chain Stores and Others.

Chain stores have increased considerably in the last 5 years; yes, in the last three years. But, just as some people who formerly lived in the "sticks" have moved into the industrial centers, so have many who formerly lived in the cities moved out into the suburbs, where they either rent or own detached houses. For this latter class, the service store can render a distinct service. And the chain or cash-and-carry store will likewise serve those who moved into the industrial centers.

As I said before, there is a place in the general scheme of distribution of food products for both the cash-and-carry and the service store.

One thing which I would like to state

right here is that I hold no brief for the chain store, although it would be folly to deny the efficiency of some of their merchandising methods. Many of the methods and practices of successful chain stores are the outgrowth of the application of efficient methods used by our most successful and well-patronized service stores. Many chain stores fail, but you've got to admit that they overlook very little which makes for better methods of merchandising food products to the great American public.

Meat and Grocery Departments.

The independent retail meat dealer has the edge on the independent retail grocer in one respect: Chain stores with meat departments have not been so plentiful as chain grocery stores exclusively.

In some cities, however, many chain grocery stores have meat departments. Philadelphia is an example of this. Chicago has seen very few instances of chain grocery stores with meat departments. Cleveland and Detroit are cities where chain meat markets are pretty well entrenched. The perishability of fresh meat products has, no doubt, deterred many chain grocery stores from entering this already well-filled field.

The leaders of the National Association of Retail Meat Dealers concede that there are too many retail meat dealers. What is to be done about it, however?

Are There Too Many Retailers?

Well, there are two solutions: One is, that the inefficient dealer will eventually have to close up because of his own incompetence. The second and more practical solution is, to help these independent dealers who are not above accepting suggestions to cut their costs, so that they will be better able to compete with the

rapidly growing chain store and thus continue to exist.

When you gentlemen are confronted with a problem to be solved, you first consider those elements known as resistance to its successful solution. As you ponder over your problem, certain factors loom up as certainties. In other words, those factors aren't going to be changed—for the simple reason that you yourself can't change them.

The old copy books in school taught us that it is futile to beat our heads against a stone wall—we must go around it.

Many of you may feel that the chain store will fold up its tent and steal away. Not so. The chain store is the symbolic stone wall, and rather than butt your heads against it, you must circumvent it. The chain store is not going out of business. It is here to stay—and, in all probability, to grow as years pass on.

How To Cut Retail Costs.

Your problem then, is, to find a way to compete with it.

One obvious way is to try to cut down your operating expenses.

How about your buying? Are you giving the proper share of your time to buying as economically as possible? I don't mean acting like a Shylock and demanding your pound of flesh from the packer and offering him money for a half-pound.

But there are many times when you can pick up good meat buys, if certain cuts are dragging on the market. Pass along these bargains to your customers. Let them in on a good thing now and then. If chucks are dragging, feature pot roasts, stews, and chuck steaks to your trade. If farmers have sent a large supply of hogs to market, making packers long on fresh pork, tell your customers about the appetizing appeal of a roast shoulder of pork, or a loin of pork, or pork chops.

Bargains Boost Meat Buying.

Get your trade accustomed to bargains, when it is possible for you to offer them. This will stimulate their desire to eat meat oftener. Get away from any feeling that you are doing your duty as a dealer if you have the meats only when your trade wants them. Make them want them oftener.

This all gets back to "Sell more meat to more people." Instead of waiting for the trade to ask for what it may want, be Johnny-on-the-spot and sell them what you're long on. That's real merchandising.

Lots of times it is easier to solve a merchandising problem by finding out what your competitor does best. For instance, in a study of many stores in several large cities it was discovered that efficiency, measured by low cost of operation, was found chiefly in the cash-and-carry plan of merchandising. The service store has a tangible clue to the so-called efficiency of the chain cash-and-carry store.

How to reduce operating costs, then, is his lookout. This will seem startling to many service store owners who are of the firm opinion that the chain cash-and-carry store is successful solely because its low prices produce volume of sales.

Other Ways to Save Expense.

Here are some other items to consider in reducing operating expenses:

Relatively high wage bill due to unnecessary labor and unremunerative labor service.

The irregular purchases by customers, this requiring extra help to take care of the "peak load," and leaving the major part of the salesmen's time unremuneratively employed.

High rents due to competitive influence for the locations occupied; to high-priced locations for the type of the trade served; occupancy of a building either owned or rented for which high rents must be charged.

(Continued on page 58.)

Boosting Quality Meats

The consumer wants smaller cuts of meat!

Whether or not the housewife is a judge of quality in meat, she is a judge of the size of her roast or steak or chop.

This trend in consumer demand exerted a strong influence at the recent International Livestock Exposition. It was not only evident in the type of animals chosen as prize winners but in the exhibit of carcass meats as well.

A full description of this meat exhibit and what it meant to packer and retailer appeared in The National Provisioner of December 4, 1926.

Packers are using this story to educate their retailers.

Retailers are using the story to educate their customers.

The description of this meat show has been made up into an attractively illustrated 4-page reprint. Subscribers can get copies at cost.

Use the coupon below for your order.

THE NATIONAL PROVISIONER
Old Colony Bldg.,
Chicago, Ill.

Please send me.....reprints of your article on "Consumers Want Smaller Meat Cuts", these to be billed to me at cost.

Name
Street and No.....
City..... State.....

Packers Told of Industrial Retirement Plans

"A superannuated human body cannot be scrapped like an obsolete machine. Its costs of maintenance continue for a time after it ceases to produce, and earnings during the period of usefulness must, in part, be conserved as a means of subsistence in later years."

This quotation, from a booklet on "Industrial Retirement Plans" just being issued by the Institute of American Meat Packers to its membership, reveals briefly but succinctly the reasons why such things as retirement plans engage the attention of modern industry.

The booklet, written recently by Herman L. Ekern, attorney general and former commissioner of insurance of Wisconsin, and Ralph H. Hess, director at that time of the Department of Industrial Education of the Institute, is the third of a series being issued on various phases of industrial relations activities.

Although American employers are coming generally to recognize the importance of relieving the wage earner from any possibility of poverty in old age, it is pointed out that "the formulation of the principle of conserving wages against the needs of superannuation into accurate and effective industrial relations practice is not yet satisfactorily achieved."

Plans for Retiring Workers.

Two plans, in general, are being used to provide for the needs of retired workers.

The first plan includes a number of devices by which wage earners are induced voluntarily to save and invest a margin of their earnings, which will become an accumulated capital on the day of retirement.

The second plan induces employees, directly or indirectly, to release a part of their annual wages to the control of a trustee. This sum is invested and becomes, in fact, an insurance reserve from which annuities are to be returned after retirement for age, or death benefits will be paid if the period of superannuation is not reached."



DR. C. R. MOULTON

Will tell facts about moisture in sausage at packers' midyear sessions.

The weakness of the first plan is the risk of loss involved in placing into the hands of the retired employee who probably is unfamiliar with business or speculative enterprise, a fairly large sum.

The bulletin warns that despite the rapid growth in number of retirement plans being put into operation, and granting the theoretically sound economic and social basis of the movement, we have not yet passed the experimental and, consequently, dangerous period.

Cases recently have appeared where the trial of an obviously reasonable and seemingly simple pension device has led into financial traps from which experimenting companies extracted themselves with great difficulty.

Had to Revise Pension Plans.

Many companies have been obliged to revise their pension plans in order to keep them within reasonable limits of financial burden. In some instances, the penalty of well-meant but hasty action in adopting retirement plans fell very heavily upon superannuated employees whom the project was in purpose designed to benefit.

The general methods of financing retirement plans are described as follows:

There are two general methods in vogue in financing retirement plans. The one most favored at the present time requires

the worker to contribute a certain percentage of his annual wage and the employing company appropriates a like amount to the retirement fund. The joint contributions of employee and employer run from one per cent, to 3 or 4 per cent. of the total pay roll. This method is known as the contributory plan.

A Non-Contributory Plan.

The second, the non-contributory plan, places no direct charge whatever upon the employee. The company generally sets aside in the beginning a permanent fund, the annual income from which is expected to approximate current disbursements under the terms of the retirement contract.

The original fund may, of course, be enlarged from time to time or the income therefrom supplemented when unforeseen conditions so require, in order to meet the obligations of the plan. The non-contributory plan of financing pensions was more popular in the beginning than now.

"There are reasons, both practical and legal, why some employing companies should avoid administering retirement plans and the handling of the trust funds which may be involved, thus assuming the responsibilities of an insurance institution. A careful investigation of these possible obligations and risks should be made before definite steps are taken in the formulation of any pension plan.

"Unless it appears fairly certain that the
(Continued on page 55.)

Plans for Packers' Mid-Year Meetings

Topics uppermost in the minds of most packers will be featured on the programs of the five important divisional meetings of the Institute of American Meat Packers, to be held in February in five packinghouse centers. The programs for these meetings, which are practically completed, assure unusually interesting meetings for the many packers who are expected to attend.

The first of the series of meetings will be held on Tuesday, February 8, at Des Moines, Iowa, for packers in Division V, which includes Minnesota, Iowa, North and South Dakota and Nebraska.

Why They Use Dry Melters.

At the morning session the discussion will center around operating equipment, and experts from the industry will discuss why they do or do not use dry melters. Attention also will be given to the results of research affecting plant operations.

At the luncheon session, Oscar G. Mayer President of the Institute, will discuss the situation of the Institute and the industry. The afternoon session will be devoted to a discussion of questions relating to sausage. At the dinner session well-known speakers from outside the industry will discuss the agricultural situation and agricultural legislation and the industrial possibilities of states like Iowa. The Divisional Committee which is arranging this meeting consists of J. C. Hormel, Chairman, John W. Rath, and William Diesing.

The second divisional meeting, which will be for packers in Division IV, comprising Illinois, Indiana, Missouri east of Springfield, Mo., and Wisconsin, will be held on Thursday, February 10, in St. Louis. Mr. F. A. Hunter will preside.

Chilling and Curing Methods.

The morning session will be devoted to a discussion of chilling and curing, including talks on modern chilling of hogs, modern pork cutting room design and control, and modern curing. W. Lee Lewis, Director of the Institute's Department of Scientific Research, will speak on the last topic.

At the afternoon session experts from within and without the industry will dis-

cuss modern trends in boiler room practice; tendencies in the mechanical handling of packinghouse products, and the installation and maintenance of insulation. E. R. Fisk, Vice President of the Heine Boiler Company, will speak on the first topic, and H. D. Tefft, Director of the Institute's Department of Packinghouse Practice and Research, will speak on the second.

A nationally-known farm leader will discuss the general agricultural situation at the dinner session, and President Mayer of the Institute will talk on the situation of the industry.

Insulation and Boiler Problems.

The next meeting will be held at Nashville on Friday, February 11, for packers in Division III, comprising Kentucky, North and South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana and Tennessee.

(Continued on page 54.)



H. D. TEFFT

Insulation and product-handling methods are his topics for packers' meetings.

Armour Shows Progress in Past Year

A volume of business amounting on an annual basis to more than \$900,000,000 is reported by Armour and Company for the first ten months of 1926. A change in the close of the fiscal year from December 31 to October 30 resulted in the current financial report covering only a 10 months' period.

The present statement includes Armour and Company of Illinois, Armour and Company of Delaware, The North American Provision Co., and subsidiaries.

In his report to the stockholders, President F. Edson White calls attention to the strengthened financial condition of the company by a reduction of more than \$2,000,000 in current liabilities and the funded debt by more than \$2,500,000.

Reductions in funded debt and capital obligations since June 30, 1923, the first report after Morris & Co. was taken over amount to \$7,192,400, Mr. White points out. The company has improved its ratio of current assets to current liabilities from 1.95 on the above date to 3.9 on October 30, 1926. Current liabilities have been reduced from \$135,000,000 to less than \$54,000,000.

In his letter to the stockholders President White comments on the results of the past ten months as follows:

President White's Statement.

"The financial position of your company at the close of the fiscal year 1926 is set forth in the following statement, and submitted herewith. Please note that the fiscal year 1926 ended October 30, instead of December 31, and that in consequence the statement covers but ten months' business instead of the usual twelve. This is the result of action by the board of directors changing the fiscal year to make it accord with the natural cycle of the meat packing business instead of with the calendar. From now on the fiscal year of your company will close at the end of October.

"The operations of your company during the past fiscal year were in keeping with your company's established position in the livestock and meat packing trade, resulting in a volume of business amounting, on an annual basis, to more than \$900,000,000.

"The three regular quarterly preferred dividends which fell in the shortened fiscal year resulted in the distribution among preferred stockholders of \$6,901,928.25. This left \$1,246,641.84 applicable to the common stock.

Improvement in Finances.

"During the ten months covered by this report, the financial position of your company was further strengthened. A reduction of more than \$2,000,000 in current liabilities was effected, and the funded debt reduced by \$2,516,000. The 8% Gold Notes of the William F. Mosser Company, amounting to \$1,900,000, were discharged through calling the notes for payment.

"It seems proper here to mention the fundamental improvement which has been effected in the financial position of your company since June 30th, 1923, which was the date of our first financial statement after taking over the assets of Morris & Company. During that time, in addition to the payment of the Mosser Notes referred to above, the 7½% Morris Gold Notes due in 1930 have been reduced by \$1,494,000; the Mortgage Indebtedness of Morris & Company, due in 1939, has been reduced \$2,501,000; and the Preferred Stock of Armour and Company of Dela-

ware has been reduced \$1,297,400. These reductions in funded debt and capital obligations aggregate \$7,192,400.

To sum up the situation, since June 30, 1923:

(1) Your company has improved its ratio of current assets to current liabilities from 1.95 on June 30, 1923, to 3.9 on October 30, 1926;

(2) Current liabilities have been reduced from \$135,000,000 to less than \$54,000,000;

(3) Working Capital has been increased from \$130,000,000 in 1923, to \$156,000,000 on October 30, 1926;

(4) Surplus of \$41,800,000 in 1923 has been increased to \$55,054,776 as of October 30, 1926.

Reorganizing the Leather Company.

"Your management has for some time past considered that there should be a financial reorganization of the Armour Leather Company. This we accomplished last July. The plan which was adopted involved cancellation of the "founders' shares" and the exchange of the old preferred and common stock for new stock of the J. K. Mosser Leather Corporation. This plan has greatly simplified the corporate structure of the Leather Company, and its statement has now been included in our consolidated balance sheet.

"The business of the Leather Company for the past year has been profitable, and it has maintained its position in the trade. Its outlook for the coming year is unusually encouraging.

"The item of "properties" in the statement of assets in your consolidated balance sheet of October 30, 1926, shows an increase of \$7,000,000 over the previous statement. This is due to the inclusion, in this item, of properties of the Leather Company amounting to \$8,200,000. But for that inclusion, the total "Properties" account would have shown a net reduction of \$1,200,000, as compared with the statement of January 2, 1926.

Good Domestic Business.

"Your company's operations in the domestic market were conducted on a satisfactory basis, due in part to nationwide prosperity, with resulting strong demand for our products, and in part, to greater efficiency and new economies which have been introduced into the company's procedures.

"Offsetting these domestic results to some extent were the results in the South American field. Difficulties beyond our power to correct have beset the trade there for some time past. It was this situation which last May caused the board of directors of your company to omit dividends on class "A" common stock. Negotiations are in progress, however, which if successful should lead to a prompt resumption of profitable operations.

Keeping Down Inventories.

"Your management has for the past several years made special effort to so govern its business that inventories should not be allowed to increase to undue proportions, and yet should always be maintained at a point responsive to current needs.

"The nature of our business compels us to accumulate during part of the year at a rate faster than the trade absorbs the product. We must accept the raw material as it comes to us seasonally, but improving methods of growing and marketing on the part of the farmers, improving methods of manufacturers of the product, and more intelligent and efficient buying and distribution methods on the part of jobbers and retailers—all these factors are contributing progressively to minimize the speculative elements in our business.

"Your company's relations with employees, customers and the general public are excellent. We have had another year of industrial peace and cooperation. Improved efficiency on the part of many

workers has brought them increased earnings while reducing operating costs. The conference board plan of employee representation in matters having to do with wages and working conditions continues to be satisfactory to both management and employees. An ever-increasing number of our employees are purchasing stock and thus becoming partners in the business.

"The outlook for the coming year is favorable. This country last year produced a large corn crop, and as that crop must be marketed largely in the form of livestock, there is every reason to expect that supplies of livestock available in 1927 will be ample. That the demand for our products will be heavy is best indicated by the fact that the country is extremely prosperous, and that there is widespread employment at good wages.

The Financial Statements.

The consolidated income and surplus statement of the companies and their subsidiaries for the ten months, January 2, 1926 to October 30, 1926, is as follows:

Income before deducting Depreciation and Interest	\$25,890,185.54
Less—Depreciation—Buildings, Machinery, Cars and Equipment	7,956,280.70
Income before charging Interest	\$17,933,884.84
Interest Charges	8,788,314.75
Income before Dividend	\$ 8,145,570.09
Preferred Stock Dividends:	
Paid April 1, July 1, and October 1, 1926	6,901,928.25
Income Applicable to Common Stock	\$ 1,246,641.84
Class "A" Common Stock Dividend:	
Paid April 1, 1926	1,000,000.00
Balance Carried to Surplus	\$ 246,641.84
Surplus January 2, 1926	\$5,010,928.07
	\$55,257,623.91
Deduct—Special Charges to Surplus less similar Credits not applicable to 1926 operations	202,847.11
Surplus—October 30, 1926	\$55,054,776.80

(Continued on page 52.)

DOLD ELECTS OFFICERS.

The annual meeting of the stockholders of the Jacob Dold Packing Co. was held at the headquarters offices at Buffalo, N. Y., on January 12. Directors were elected for the year as follows, vice president Grant L. Talley being added to the board: E. C. Andrews, W. F. Price, W. J. Conners, Jr., S. Fay Carr, L. L. Babcock, J. N. Scully, G. L. Talley, H. H. Tittsworth and W. Tubbs.

The board met and elected the following officers; there being no changes from last year:

E. C. Andrews, President and Chairman of Board.

W. F. Price, Vice President and General Manager.

F. W. Dold, Vice President in charge of Western Division.

G. L. Talley, Vice President in charge of Purchases and Maintenance.

L. B. Dorr, Vice President and Comptroller.

B. A. Braun, Vice President in charge of Sales.

B. W. Haggerty, Treasurer.

J. N. Scully, Secretary.

STARK IS NOW "SUGARDALE."

The Stark Provision Company, Canton, Ohio, has changed its company name to that of The Sugardale Provision Company, to make the company name consistent with its brand name "Sugardale." The old name, Stark, was that of the county in which Canton is located.

This is not a change in management or policy but is a change in name only, merely for advertising purposes. The change has been made legally with the secretary of the state of Ohio, and hereafter this well-known concern will be called the Sugardale Provision Company, Harry Lavin is president and Arthur Lavin is treasurer of the company.

Steps Forward in Meat Practice

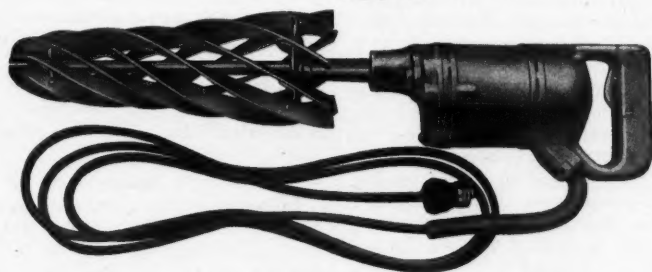
A Mechanical Method of Removing Frost and Ice from Refrigerant Pipes in Coolers and Freezers

XIV — Mechanical Method of Defrosting Cooler Pipes

This is the age of machinery. More and more new machines and devices are being brought out which do work previously done by hand. And these machines do that work faster and more efficiently than it had ever been done before.

So proficient have the American people as a nation become in this respect that the average workman now turns out many times the work done by the same type of worker 25 years ago.

In the meat packing industry especially is this true. There used to be many difficult jobs around the packing plant that had to be done by hand. They were tedious, or hard, but no way had been found to make machinery do them.



NEW DEVICE REMOVING FROST FROM PIPES.

Gradually, however, devices and machines are being developed with which to do these jobs. And with each successful invention the industry as a whole becomes more efficient.

A recent device of interest to operators of coolers and cold storage rooms is a defrosting apparatus, said to be a big time and labor saver over previous hand methods, besides being more effective.

A brief illustrated description follows:

Defrosting Cooler Coils

One of the big jobs—and at the same time one of the most disagreeable—in connection with the operation of a cooler using pipes or coils is the removing of the frost and ice from them. It is also an expensive operation.

The moisture given off from the product in the cooler collects and condenses on the coldest place in the room, which is naturally on the pipes carrying the refrigerant. This moisture continues to collect and condense until the pipes are covered with a thick coating of frost and ice.

Makes Operating Costs Higher.

As this coating thickens it tends to insulate the pipes, and makes it necessary to operate the refrigerating machine at an increasingly higher capacity in order

to keep the room at the desired temperature.

This coating is difficult to remove. It is sometimes pounded or scraped off, but this method, unless very carefully done, is apt to damage the pipes or spring the joints or gaskets, causing leakage.

Another method is to remove the ammonia from the coils and run hot water into them, which causes the frost and ice to melt off. This means, however, that the temperature in the cooler rises while this operation is going on; and at best it is a "messy" proposition.

A Mechanical Defroster.

Steam is also used for cleaning coils, after the ammonia has been removed from them. This, too, heats up the cooler and necessitates a shut-down of the refrigerating plant.

Recently, however, a new device for defrosting cooler coils has been developed which, it is claimed, does this job quickly, easily and economically, without shutting down the plant or removing the ammonia from the coils.

This device consists of a rotating set of knives, driven by a specially-designed universal electric motor and furnished with a handle. It is light in weight, weighing but 11 lbs., and is said to be easy to operate.

The motor is equipped with ball bearings, and is said to be specially designed for use in refrigerated rooms. The overall length of the device is 24 inches.

The knives are so shaped that it is claimed the frost and ice which is removed from the pipes is not scattered over a wide space, but is dropped down to the floor, where a receptacle may be placed to catch it.

According to Milton W. Browne, the inventor, the machine is very easy to operate. The defroster is held against the pipes to be cleaned, and the motor turned on, causing the knives to revolve, cutting off the frost and ice. The device is moved along the pipe fast enough to clean thoroughly as it goes.

Uses Either D. C. or A. C. Current.

The motor operates on either direct or alternating current of the same voltage. The device is supplied with 10 feet of all rubber conductor cable with an attaching plug, making it readily usable in all parts of the cooler, according to the maker.

It is claimed that with this device one

man can do more work and clean more pipe in two hours than three men could do in four hours in the old way. Also, it is declared that there can be no damage done to the pipes through the use of this defroster.

N. E. SAUSAGE MAKERS ELECT.

The annual meeting of the Sausage Manufacturers Association of New England was held at their headquarters in Boston January 4. The following officers were elected: President S. Rabinowitz; vice president, F. Plett; treasurer, Harold Taylor; secretary, P. W. Rounsevell; sergeant-at-arms, M. Chernis; director, Carl A. Weitz. J. Arthur McCoy is executive secretary.

A vote of thanks was given retiring president Carl A. Weitz for the lively interest shown in the association and for his accomplishments as president during the past two years. President-elect Sidney H. Rabinowitz briefly outlined his policies, and the members exhibited great enthusiasm in regard to the activities for the coming year.

MORE HOLIDAY GREETINGS.

Calendars for the new year are still being received at the offices of THE NATIONAL PROVISIONER. Delicious meats—fresh and ready to serve—feature the first page of the light blue calendar sent by the St. Louis Independent Packing Co., while succeeding pages are attractively illustrated with pictures of the company's bacon, sausage, lard and other "St. Louis" brand products.

From the International Harvester Company comes a large wall calendar, each page picturing the various machines of the Harvester company at work.

All the way from Holland comes a Christmas and New Year greeting card sent by S. van Hessen & Son at Rotterdam. A typical Dutch water scene brightens the front cover, and "Happy New Year" greets the reader on the second page.

WESTERN STOCK AND MEAT.

The story of progress in livestock raising in the West is told in pictures and text in the 1927 annual stock show number of the Denver Daily Record Stockman.

This magazine edition is issued shortly before the opening of the Western National Livestock Show, held each year in Denver about the middle of January. From the 1927 entries it is anticipated that the twenty-first show, opening January 15, will be the largest in its history.

The present de luxe edition of the Denver magazine lives up to the high standard set in previous years. Numerous illustrations feature not only the beautiful whitefaces and woolies on the ranges, but also hog raising as practised in Colorado.

Scenes at the Denver Union Stock Yards include snapshots of the packing-houses and their officials—W. N. W. Blayney and Joseph P. Murphy, president and vice president respectively of the Blayney-Murphy Packing Company, with Hollister F. Blayney, buyer for the company; a desk picture of L. A. Gilbert, general manager of Swift & Company at Denver; "Mac" Shearer, general manager of Armour and Company at that market, with his sheep buyer "Patty" Parle, looking over the yards; and officials of the Nuckolls Packing Company, Pueblo, including President Harvey G. Nuckolls, vice president Ezra Nuckolls, secretary M. C. frost and ice from the pipes. It is also an expensive operation.

Over all is an attractive cover in color, showing a cowboy and his horse drinking at a typical mountain pool.

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

XVII — Food Administration's Efforts to Find Pork Outlet

Failure of British and other Allies to take their Quota of Product—Refusal to permit Shipments to Neutral and Enemy Countries—Packers' Storage Facilities taxed to utmost and Hogs still Coming—Dire Consequences Threatened.

This is the seventeenth in a series of reviews of the book on "American Pork Production in the World War," by Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments are known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

The position taken by Mr. Hoover with regard to the default of the Allied food officials in carrying out their programs with the American producer is shown by the letters which he addressed to the Allied officials at this time.

On January 2, 1919—two days after the cancellation of the Allied January orders for pork products—Mr. Hoover addressed identical letters of firm but temperate character to the Food Ministers of the three Allied countries, the Right Honorable J. R. Clynnes of Great Britain; Monsieur Victor Boret of France; and Signor Silvo Crespi of Italy.

In these letters, Mr. Hoover reviewed the history of the Allied food programs, pointing out that the United States, at the earnest solicitation of the Allies, had greatly expanded its production of food; that these undertakings had been so successful that if the war had continued the whole of the Allied food supplies could have been furnished from North America. These increases and the guaranties to our producers by our government had been entirely in the interests of the Allies.

Needed to Prevent Starvation.

He further pointed out that although the Allied requirements for these products might be somewhat lessened by the opening of other markets, yet the conditions in the liberated, neutral, and enemy countries were such that every pound of this food was urgently needed to save human life and to preserve stable governments.

He therefore made three proposals to the Allies:

First, that they each indicate as nearly as possible the amount of each commodity which they would certainly require before the next harvest;

Second, that all restrictions on neutral trading be removed; and

Third, that the enemy markets be opened.

It was proposed that all of these plans were to be carried out in cooperation with the Allies and under such restrictions as would best serve the Allied cause.

These letters were supplemented on the same day by an additional letter to the British Ministry of Food, pointing out the particular difficulties in the pork situation.

Bound to Take Packers' Product.

Mr. Hoover emphasized particularly the Allied program for pork which had been confirmed as late as December 15, 1918, and the fact that the American packers, under direction of the Allied officials, had proceeded with the preparation and curing of these products and that they now had upwards of 150,000,000 pounds of products specially prepared for the British market.

He emphasized clearly the moral responsibility of the British Government to take, at the very least, these products for which they had definitely contracted.

These efforts, however, proved to be unavailing. The British food officials would neither agree to take any definite quantities of food products, nor would they recognize their responsibility for the pork products prepared at their orders. None of the Allies would agree to open up the neutral and enemy markets.

However, Mr. Hoover did not stop in his attempts to get the British to take some responsibility in this matter. As pointed out in the preceding chapter, the Administration was able to squeeze through in January without a break in the hog market, but in the meantime the run of hogs was continuing unabated and threatened dire consequences for February.

Packer Appeal to Hoover.

A cable to Mr. Hoover from Thomas E. Wilson, of the Packers' Committee, stated:

"Hog price stabilization has reached critical stage. Arrangements made with Food Administration may break down unless hogs now arriving of correct weight and quality for English meats are so utilized. Unless European shipments are maintained, packers' storage facilities, now fully utilized, will make full killing impossible."

In this situation Mr. Hoover made another proposal to the British Government by which it would agree to purchase approximately 200,000,000 pounds of pork products before January 25, for February delivery or payment. This order, to be known as the February order, was to be considered as available for resale in Europe under certain conditions, namely, that resales to neutrals or Germany either from these February shipments or from current stocks in the United Kingdom were to result in dollar credits to be turned over to American sellers.

The British and United States Governments were to mutually agree to withdraw all import and export restrictions on pork products, beef, and condensed milk on February 28, 1919. Both governments were to abandon all purchase, support, or control of the pork market on that date with the intent that normal trade relations were to be reestablished in these commodities. It was Mr. Hoover's view that the Allied purchasing agency was serving to reduce the demand below that which would be required if commercial dealings were reestablished.

Hoover's Appeal to British.

In regard to this proposed agreement, Mr. Hoover, on January 22, 1919, wrote to Sir John Beale, at that time the British representative on the Supreme Council of Supply and Relief in Paris, as follows: "My dear Sir John:

"In laying before your colleagues the memorandum of a contract for winding up APEC and governmental food purchase of other than cereals in the United States, and in particular, for winding up the position with regard to pork products, I would be glad if you would make clear to them our point of view. I would first like to mention that the contract has, of course, not been submitted to the United States Treasury, as it appeared to me that it would be necessary that the Food Departments should be in accord before the Treasuries were approached.

"I scarcely need to review the point of view that we hold so strongly, that these United States surpluses in food were created solely for the benefit of the Allies, more predominantly for the United Kingdom. That especially the perishables must

(Continued on page 38.)

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

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THE NATIONAL PROVISIONER

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Meat Packers

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Hogs Rule the Roost

Hogs appear to be the dominating fac-
tor in the provision market at the pres-
ent time, just as they were a year ago.

The winter packing season is well un-
der way and accumulations of product are
limited. Current demand absorbs much of
the supply, so that little is held over for
marketing in a period of smaller hog runs.

Whether such a period will appear dur-
ing 1927 is a matter of conjecture. It is
possible that marketings may be relative-
ly uniform throughout the year, with no
call for accumulations to fill the gap.

Last year the government estimate of
a smaller hog supply stimulated consider-
able buying activity by speculative inter-
ests, as well as those who were merchand-
ising product.

So far this year the effect of the pig
survey on the stimulation of buying on
a large scale has not been evident to any
considerable extent. Buyers seem to be
displaying caution, hesitating to increase
their holdings. Buying so far has been
principally on a hand-to-mouth basis com-
pared to the activity of a year ago.

Cured stocks are generally light, and if
the product is bought on a limited scale
and prices do not advance too rapidly, a
good merchandising period would seem
to be ahead.

On the other hand, if prices advance
rapidly, distributive trade is likely to suf-
fer both in volume and price. Such a
situation is sure to result in inventory
shrinks.

At present buying of light green hams
by export houses is evident, possibly hedg-
ing against sales made in the past. Some
buyers may have overstayed the market
in expectation of buying green joints at
lower prices.

But the outlook in the hog situation
and the limited time to cure and deliver
are doubtless entering into the situation,
and higher prices are being paid. It would
be possible to buy good brands of similar
averages cured at considerably less money
for either domestic or export consumption.

Heavy green regulars have been very
scarce, and few have been accumulated or
put down. The market appears to be
practically bare of offerings of cured
stocks, boiling weights green selling at an
unprecedented level for this season of the
year. With the winter packing season
half over, there is little opportunity for
any considerable accumulation.

This same situation reflects upon the
skinned ham market. Green skinned hams
have been accumulated in only a limited
way, and practically the only offerings on
the market are a few scattered averages
that have been frozen from time to time.

And the real trade on this product has not
started.

Cured stocks of skinned hams are in an
exceptionally strong position. Buyers are
in the market for round lots, but producers
who are fortunate enough to have a fair
accumulation are holding for a strong
premium over bid prices.

Should hog receipts include a large num-
ber of heavier hogs—and there is some
evidence that this may be true—the situa-
tion would be eased on heavier averages
of green hams, throwing the lighter
weights at something of a premium over
the others.

As will be seen, hogs are the dominating
factor in the ham market, and are of the
same relative importance in the market
for all other products. Not only the num-
ber, but the weight, will be a controlling
influence.

Foreman Is a Key Man

There is a great deal of difference be-
tween the present-day foreman and his
predecessor of a few years ago. Then he
was more of a "gang boss"; now he is a
"key man" or sort of "top sergeant", and
consequently is a great deal more valu-
able to both his employer and those under
him.

This change has been brought about by
changing conditions in the industry,
which has necessitated the more thorough
training of American labor. Industry in
general is meeting this changed condition
by providing facilities for self-instruction
for foremen, organizing foremen's clubs,
etc.

According to a recent survey on this
matter, the foreman has the following
seven duties and opportunities:

1. He is responsible for maintaining
production and quality.
2. He must strive for teamwork and
cooperation with those below and above
him.
3. He has tremendous opportunity to
advance himself and his men if he has the
right knowledge.
4. He must know modern methods in
production and keep pace with the prog-
ress of the times.
5. He must have an appreciation of the
broader policies and problems of his
company.
6. He must know how to manage and
inspire confidence.
7. He must take advantage of short
cut methods for greater efficiency.

Not all foremen, of course, take ad-
vantage of these opportunities or perform
these duties properly. Those who do
soon find themselves promoted to posi-
tions of greater responsibility and pay.
Every foreman in the packing industry
would do well to study this list.

PRACTICAL POINTS FOR THE TRADE

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Making Kosher Salami

Manufacturers of high grade kosher salami in a Middle West sausage factory present the following information regarding their methods, and ask for assistance along certain lines. They say:

Editor The National Provisioner:

Please accept our thanks for the special attention you gave us on our inquiry on salami.

You want to know just what kind of salami we make. The best I can say is that it is a kosher product, which of course does not contain pork. In place of this we use hard brisket fat and navel.

Our problem seems to be in getting enough brisket fat. Is there any way you know of making the steer navels more firm? When we use this fat we cannot mix too long. Yet the mixing must be thorough.

Do you think we could run the navel ends through the $\frac{1}{4}$ in. plate? Or do you know of any machine that will cut the fat up, and not mash it, as it usually is when it goes through the grinder?

Is there any way a tierce of briskets, after being cured, can be headed up and kept in cold storage for six months or more, without making any difference in the flavor or shrinkage due to being frozen?

Can you tell us how to get the most out of cooked briskets? Is there any special apparatus we could get or make that would reduce the shrinkage to a minimum?

We would appreciate any formulas you may have that will allow the substitution of brisket fat and steer navels for the usual pork and back fat.

An important point in making kosher salami is to have a clear-cut product. The fat must be cut in pieces as well as the lean, if a high grade of goods is to be produced.

In this connection the trouble in many plants is that little attention is paid to the grinder, and yet it is a very important part in the manufacture of quality goods.

Pay Attention to Grinder.

If knives and blades are ground down too thin they will not fit, and in order to hold them they are drawn up very tight, which creates friction and consequent heat. In many cases a crowbar is used to tighten up the ring. Considerable heat is generated, with the result that the meat is crushed and smeared instead of being cut.

Another point to bear in mind is to be sure that the worm or feed screw of the grinder is back in the cylinder as far as possible, so that it has no play. If it has too much play the meat gets in between the shell and worm, and is mashed and crushed before reaching the knives.

Ways of Handling Fat.

It is the practice in some plants where difficulty has been experienced in handling steer navel fat to freeze it before cutting. It is cut up first by hand into small pieces before it goes through any machine. It is very difficult to avoid mashing the fat, although care of the grinder as outlined here will be of material assistance in overcoming this difficulty.

Another way would be to break the fat up into reasonably small pieces and run through the Buffalo silent cutter, giving it a coarse cut.

Formula for Fresh Kosher Salami.

The following is a recipe and method of handling extra fresh kosher style salami:

Take 80 lbs. beef trimmings and 20 lbs. brisket fat, with the following seasoning for 100 lbs. of meat: $\frac{3}{4}$ lbs. salt, 2 oz. saltpeter, 8 oz. sugar, 5 oz. whole black

pepper, 4 oz. ground white pepper, and 3 oz. garlic.

Grind the beef trimmings through the $\frac{3}{16}$ in. plate of Enterprise hasher; then put on rocking block and rock for five minutes. Add brisket fat and rock beef trimmings and fat together for 15 minutes.

Spread in cooler on boards for two days, with temperature of cooler at 38 degs. Stuff in beef weasands and hang in dry room at a temperature of 60 to 65 degs. for 24 hours.

Put in smokehouse and smoke for 36 hours at a temperature of 80 to 90 degs. After smoking dip for three minutes in hot water at a temperature of 175 degs. Hang in dry room.

This product can be shipped as extra fresh salami in three days, as medium dry salami in 20 days, and as dry salami in 40 days.

Materials for Best Salami.

Steer cod fat is suggested as a supplement to brisket and navel fat. If this is used, it must be trimmed well and held in dry salt from 10 to 15 days, using nothing else but plain salt. Eliminate saltpeter, sugar, etc.

Run this through the grinder, if the product is handled in this manner, in the right proportion with the lean meat. Or, the fat can be cut separately through $\frac{1}{4}$ in. plate, and then the lean and fat mixed together in the mixer.

A very satisfactory way of handling cod fat is to cut it with a knife in long strips before putting in the grinder. This helps to avoid crushing between the shell and worm. The fat should not be soaked in water, as this softens it up.

The inquirer states that he is using navel ends for salami. Navels are not especially

well adapted for use in fancy sausages, as they are rather watery and soft, and do not make a firm product such as is required in salami. The best and firmest salami is made from briskets; boneless chucks are next best, if a high-grade product is to be produced.

Shrinkages and Holding Briskets.

There is no apparatus that can be used to reduce shrinkage of briskets. If in cooking they are laid together and wrapped in strong canvas or muslin, and placed in boiling water, allowed to come to a boil, then let water drop back to 155 degs. and keep it at that for five to six hours, the shrink will be considerably reduced.

In regard to the holding of briskets, it is possible to tierce them up, heading up well in a light brine and placing in freezer at 28 degs. temperature, and hold them indefinitely.

They must first be cured in a cooler for about 10 to 15 days in a brine of say 70 degs. strength. This brine can be reduced down to 50 for holding for a long time in cold storage.

However, it is generally regarded as better policy to freeze the briskets green, and cure as needed.

Renovating Rancid Lard

Is lard worth saving for edible purposes after it becomes rancid? This is a question that sometimes puzzles the smaller manufacturer.

An Eastern refiner recently asked for information on renovating lard. He says:

Editor The National Provisioner:

Can you advise us how to renovate lard that has become rancid and has a heavy acid content?

The inquirer complains of both acid and rancid conditions in his lard.

Rancidity and acidity have no relation to each other. A low acid lard could be very rancid, and vice versa.

Acidity is a result of improper handling of the raw material. If the material is fresh and sweet, and is rendered promptly, there is little trouble with acidity.

Any processing of rancid lard makes conditions worse rather than better. If the lard is not too rancid it can be disposed of by mixing a small proportion—say 5 per cent—with fresh lard, selling the mixture promptly. This can be done, however, only where the lard is sold locally. It could not enter interstate trade.

Such a practice is questionable from a trade standpoint. Should the consumer hold this lard any length of time, there is danger of it becoming rancid. When this happens the disposition would be to buy lard from another dealer or manufacturer in future.

The best plan is to avoid rancidity rather than to cure it after it occurs. This can be done by adopting proper processing methods, holding stocks to a minimum, and not overloading retailers.

Do you use this page to get your questions answered?

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Livestock Shipping Shrink

A recent article in THE NATIONAL PROVISIONER on saving freight money on livestock created a great deal of interest among shipper packers. One Mid-eastern packer writes as follows regarding shrinkage on livestock shipped from given points. He says:

Editor The National Provisioner:

Can you send us a schedule of the shrink allowance on cars of cattle shipped from Chicago to Cleveland, when the load weighs more than the minimum? We would like similar information on other classes of livestock.

Shipments from Chicago, St. Louis and Indianapolis to Cleveland are governed by Jones Exceptions to the Official Classification 130 P. I. C. C. 1594. Item 3230 of this issue provides that the following shrinkages shall be deducted from the hoof selling weights in order to arrive at the billing weights:

Cattle, 500 lbs. per car
Hogs, single deck, 300 lbs. per car
Hogs, double deck, 600 lbs. per car
Sheep and goats, no deduction.

Boyd's exception 1 R governs from Kansas City to the Mississippi River or Chicago, whichever makes the lowest combination. This tariff provides for the following shrinkages:

Calves, single deck, 350 lbs. per car
Calves, double deck, 500 lbs. per car
Cattle, 500 lbs. per car
Hogs, single deck, 300 lbs. per car
Hogs, double deck, 600 lbs. per car
Sheep and goats, no deduction.

Unless Kansas City stock is re-weighed at the Mississippi River, or Chicago, but one allowance is made.

If reliable scales are provided by the packer or butcher for weighing livestock on the hoof, he has a right to use the "gaunt weights" as taken on arrival. If the stock is weighed and delivered through the stock yards company their weights will be accepted. But if the stuff is "weighed gaunt," the actual net weight at destination without deduction is used.

Curing Vats and Boxes

A foreign subscriber wants to know the size of tanks and boxes used in curing hams and bacon. He says:

Editor The National Provisioner:

What is the best size of tanks to use for curing hams and bacon in pickle? We have the feeling that if the tanks are too large this will operate against the cure. Please tell us what is regarded as being the best size for this purpose.

Also give us the size of the boxes recommended for dry cure bacon.

The most commonly used container for curing sweet pickle hams and bellies is the 1,400 to 1,500 gal. vat.

Dry cure bacon calls for a 600 lb. box, into which about 640 lbs. of meat is put and then pressed down until the lid closes tight.

Full instructions for making both sweet pickle and dry cure bacon have appeared in THE NATIONAL PROVISIONER. Subscribers can secure these by sending a 2c stamp for each with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

How can a good "gutter" increase your beef carcass yield? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Operating Pointers

For the Superintendent, the Engineer
and the Master Mechanic

NEW POWER HOUSE IDEAS.

By W. F. Schaphorst, M. E.

(It is unfortunate that all engineers could not visit the Power Show held in New York in December. Each Power Show, thus far, has surpassed the show of the preceding year.

This year four floors were occupied in Grand Central Palace, and of all the exhibitors to whom I spoke only one complained. He said that the show is becoming "too large," that to see each booth visitors must keep walking during an entire day, and they don't have time to concentrate and study.

There is some truth in that assertion. I devoted more than one day to the Show and regret that it was impossible for me to spend the entire six days there. It would require more than this entire issue to tell all about the Show. I shall therefore briefly touch on only those exhibits that appealed to me as having greatest news value.)

Automatic Control.—Automatic control is becoming THE thing in power plants. Several booths showed how boiler furnaces can be entirely automatically controlled. Men must be in charge, to be sure, but with the aid of mechanical control the undependent human element is practically wiped out.

Electric Control.—One manufacturer has a very sensitive electrical apparatus that will start a motor, light a lamp, control a valve, control temperature, etc., with the slightest temperature change or upon the action of the slightest force. It attracted much attention.

Boiler Baffle Wall.—A boiler baffle wall was exhibited that takes care of expansion and contraction without the possibility of cracking the baffle. It is made up of layers of plastic refractory and simple corrugated sheet metal separators. Gas leakage and its attendant losses are eliminated.

Temperatures!

Do you watch them

In the hog scalding vat?
" " rendering kettle?
" " lard tank?
" " ham boiling vat?
" " sausage kitchen?
" " smoke house?
" " meat cooler?
" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name
Address
City

Enclosed find a 2c stamp.

Feed Water Regulation.—An entirely new engineering principle applied to feed water regulation was demonstrated by means of an actual gas fired boiler. When steam passes through two small orifices in series a pressure of, say 15 pounds, exists between the orifices. When water of the same temperature as the steam passes through the orifices a pressure of, say, 40 pounds, exists between the orifices. That difference in pressure is cleverly utilized to control boiler feed.

Monel Metal.—Hundreds of applications of monel metal to the power plant field were on exhibition, all the way from flexible metallic gaskets with asbestos wound between layers of monel metal, to valve parts and piping made of monel. For resisting corrosion and high temperatures monel metal has a remarkable reputation.

New Boiler Idea.—A boiler was exhibited that reduces the temperature of the chimney gases down to the temperature of the steamer. Its flues are only one-half inch in diameter. It will withstand extremely high pressures.

Steam Traps.—There was on display a steam trap having a pilot valve that dependably handles any quantity of condensate at any pressure. It looked very good to me. Many excellent steam traps of various designs were demonstrated.

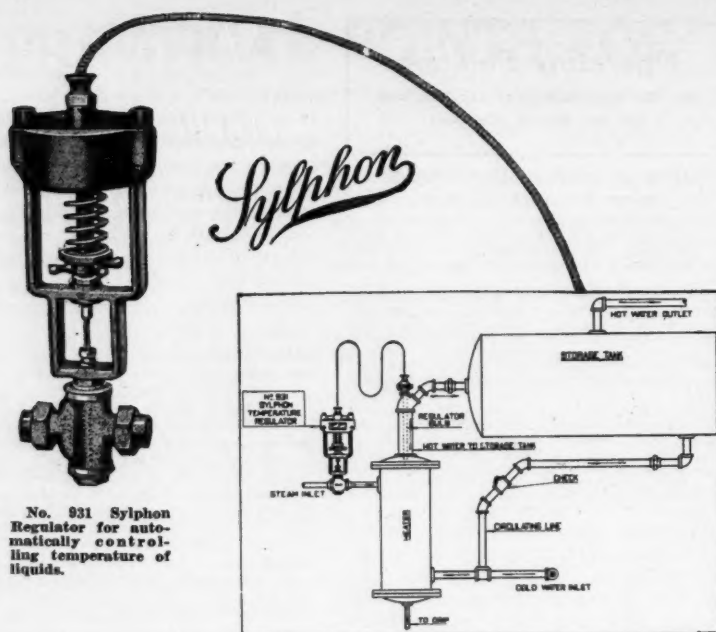
Indestructible Bearings.—Bearings of sumet metal were demonstrated as being immune to seizure, scoring, and melting, even when unlubricated. In actual experiments shaft temperatures of over 1000° F., were reached. The shaft turned blue with heat, but it and the bearing were unharmed. This metal doubtless has a future despite its higher cost.

Pipe Insulation.—Pipe insulating materials have been considerably improved. One that appealed to me especially is a silica fibre with enough asbestos to give it strength and a special binding clay. It will stick to extremely hot surfaces; 100 pounds will cover more than 48 sq. ft. of surface one-inch thick.

New Roller Bearing.—A roller bearing resembling a ball bearing and occupying no more space than a ball bearing was also exhibited. Owing to its greater contact area its capacity is said to be greater than that of ball bearings. It was so accurately machined that I could not detect the least bit of "play" or "clearance."

If you want to make yourself up-to-date on power plant equipment in as short a time as possible, go to the next Power Show. Manufacturers have the habit of sending their highest calibre salesmen and engineers to this show to talk to visitors. In many booths the presidents themselves of large concerns, hold forth. It is often a difficult matter to have a conference with a president in his own home office, but at the Power Show you can walk right up and talk with him about any subject. I talked with at least thirty presidents, vice presidents and general managers. By all means go to the next Power Show if you possibly can.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.



No. 931 Sylphon Regulator for automatically controlling temperature of liquids.

No. 931 Sylphon Regulator installed on hot water heater to maintain supply at the required temperature without supervision or adjustments.

Control Your Hot Water Supply Automatically at the Right Temperature

EVERY packing plant uses large quantities of hot water. A great deal of steam can be wasted by heating this water too hot; and, of course, the entire operation of the plant suffers when the water is allowed to become too cold. Yet, under hand-on-valve control, both conditions are bound to occur frequently.

A Sylphon Temperature Regulator on the hot water heater will automatically and steadily maintain the hot water supply at the maximum temperature required in any one part of the plant, so that any lower temperatures for other departments can be quickly obtained by mixing with cold water. Every operation can be carried on at the proper temperature, and not an ounce more steam will be consumed than is necessary.

Easy to Install, Sylphon Regulators on Hot Water Heaters Pay for Themselves

in steam savings alone. They require no attention, and because they have no delicate or complicated auxiliaries to get out of order, do not involve maintenance and repair costs.

Ask us to send Bulletin NPT-110



The well-known Sylphon Bellows which is the motor element in every Sylphon Temperature Regulator, is the most durable, flexible, sensitive and accurate temperature control unit known to engineering science.

The bulb of the No. 931 Regulator.

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

CAN'T INSPECT PACKER BOOKS.

Proceedings were brought against certain packers to compel them to give to the Secretary of Agriculture and his auditors access to and the right to copy the books of accounts, records, memoranda and documentary evidence in possession of the packers. The purpose, it was asserted, was to provide information for Congress and to enable the Secretary to carry out the purposes of the Packers and Stockyards Act.

Section 9 of the Federal Trade Commission Act, incorporated into the Packers and Stockyards Act, gives the right of "access to, for the purpose of examination, and the right to copy any documentary evidence of any corporation being investigated or proceeded against." And in the same act "documentary evidence" is defined as "as documents, papers, and correspondence, in existence at and after the passage of this act."

The packers refused to comply with the demand and among other contentions, urged that the demand for the inspection of books and records was unreasonable and violative of the clauses of the Federal Constitution prohibiting unreasonable searches and seizures.

The court held that the demands of the government are so broadly inclusive as to be unreasonable, and their enforcement would amount to an unreasonable search and seizure in contravention of the Fourth Amendment of the Federal Constitution. The words "documents, papers and correspondence" are not so inclusive as to comprise the books of account and records of a concern. Generally speaking, those words refer to particular instruments bearing on specific transactions, whereas, "books of account" and "records" have reference to the more permanent, continuous memorials of a business.

It is true that the Packers and Stockyards Act requires the packers to keep accounts and records and to fully and correctly disclose all transactions in their business, and that when the Secretary of Agriculture finds that they do not do so he may prescribe the manner and form in which they shall be kept.

If the accounts are properly kept the Secretary is not authorized to require a system of his own. Although much discretion is lodged with the Secretary, he cannot arbitrarily or capriciously order a change to be made. However, the demand in this case was not founded on a dereliction in the keeping of accounts, but only on failure to comply with a demand for inspection and copying.

Finally, the government demands are too all-inclusive. They would subject to inspection all the packers' books, records, accounts, memoranda, documents and correspondence in any and all their departments and activities—as merchants, traders, manufacturers, and otherwise—trade secrets, confidential communications, etc. Such broad and general demands contravene the Fourth Amendment to the Federal Constitution. Conceding that the packing business is impressed with a public interest, that does not mean that the public may take over its entire management and run it at the expense of the owners.

[Cudahy Packing Co. v. United States, U. S. C. C. A. Illinois, 15 Fed. (2nd) 133.]

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A Page for the Packer Salesman

Three Points in Selling Sales Executive Tells What Makes Real Packinghouse Salesmen

By George H. Arnstead, Jr.

[EDITOR'S NOTE.—This article first appeared in the "Hampshire Hustler," the lively little house organ of the Neuhoff Packing Co., Nashville, Tenn. It is so well put, however, that it is reprinted here for the benefit of all salesmen.]

There are three elements essential to quality as a good salesman. First, he must have something the public desires; second, his employer must have a reputation for honesty; and third, the salesman must believe in his ability to effect sales.

The growth of any establishment is due to the fact that its products are desired by the public. Every family desires meat and lard from time to time. Whether they will use our brand or some other brand depends upon the quality of the salesman.

This company has always endeavored to impress upon the public that it is honest in its assertions that its products are among the best. If there is any justifiable complaint, this company stands ready to adjust it and satisfy its patrons. This company fully realizes that honesty is the best policy.

If there is any salesman employed by this company who does not believe that he has the ability to sell, it is his duty to report this belief to the management.

THE PRICE-CUTTER AGAIN.

Here is another indictment for the price-cutter, who slashes prices right and left for the sake of "tonnage." It is in pretty strong language, but there's a lot of truth in it.

The price-cutter is worse than a criminal. He is a fool.

He not only pulls down the standing of his goods; he not only pulls down his competitors; he pulls down himself and his whole trade. He scuttles the ship in which he, himself, is afloat.

Nothing is so easy as to cut prices; and nothing is so hard as to get them back when once they have been pulled down.

Any child can throw a glass of water on the floor, but all the wisest scientists in the world can't pick that water up.

Who gets the benefit of price-cutting? Nobody. The man who sells makes no net profit; and the man who buys soon finds himself getting an inferior article.

No manufacturer can permanently keep up the standard of his goods if the price is persistently cut. Pretty soon he is compelled to use cheaper materials, and to cut down the wages of his workers.

The man who cuts prices puts up the sign: "This way to the junk heap."

He admits his own failure as a salesman. He admits he has been defeated according to the Marquis of Queensbury rules of business. He admits he cannot win by fighting fair. He brands himself as a hitter-below-the-belt.

If the business world were dominated by price-cutters, there would be no business at all.

Price-cutting, in fact, is not business any more than smallpox is health.—"Door-Ways."

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

WHY NOT TRY—

- A little more appreciation and a little less "razzing" on the sales force?
- A little more frankness and a little less stalling on your banker?
- A little more co-operating and a little less knocking on the police force?
- A little more work and a little less loafing on your territory?
- A few more smiles and a few less frowns on the home folk?
- A little longer day and a little shorter complaint on the job?
- A little more study and a little less luck on a new situation?

SELL SELF ON FIRM'S GOODS.

Some problems are difficult to solve, but the packer salesman should feel happy that his is not among them. That's what I said!

The salesman's problem—that is, his selling problem—is half over when he has sold himself thoroughly on his company's product. When you sell yourself on your own product, then you'll be able to sell your trade.

"Faith" Is the Whole Secret.

Know your own product; have faith in it, and your own company, and you'll have no trouble in selling it. The minute you pull "a doubting Thomas" you're sunk. All religion is built on faith.

Faith in your company's products will give you the same results in business. And so, too, lack of faith will work quite the reverse.

If you find you're getting the worst of the arguments in your contacts with the butchers, it's time you put your foot on the gas and got "hep" to what it's all about.

The bird that's riding the crest of the wave isn't belly-aching about the kind of service his company renders. He believes in the brands his company puts out. He isn't squawking about the price his competitor is quoting, either.

Have the "Stuff" to Convince!

A thoroughly alert packer salesman will first get acquainted with the brands he's selling, then BELIEVE in them so hard that it is second nature for him to convince anyone and everyone that he has the goods and can deliver.

Another thing: A red-blooded salesman won't get scared when a dealer quotes a lower figure from a competitor. Half the poker games have been won on bluffs. Tuck that under your hat!

Muscle never raised any man's pay very far. The ox and the mule get no more compensation for their work today than they did a thousand years ago. A man is worth but fifty cents a day from his shoulders down. All he gets above that he earns from his shoulders up.—*Meat Trade Topics.*

Always Keep Up-to-Date Read Your Trade Paper and Help Customer, Says Salesman

You must keep yourself informed and up-to-date on your customers' problems if you wish to succeed, says this successful packer salesman.

If you can tell them what to do when their minced sausage turns green, or something else goes wrong, you are showing them that you know the business. And when you can do that, they won't be so apt to try to beat you down on your price.

The way to do this is to read your trade paper thoroughly, he says. Then use the information you get from it for the benefit of your retail customers who "don't have time to read."

Here is his letter:

Editor THE NATIONAL PROVISIONER:

The writer has been a subscriber to your magazine for several years, and I have often wondered how a meat salesman could go out and talk intelligently to his trade without this paper.

There are few store-keepers ("merchants" are scarce) who know anything about supply and demand, why their minced sausage turns green, or why their smoked meats sweat in hot weather—and many other things.

They "don't have time to read" a paper that will make them more proficient in the business they are making their living at, but they will listen to the salesman who knows something about these problems.

And I believe that this is one of the surest ways of curing the customer of setting a price on everything he buys from us.

When he finds out that you know your business, and are posted on market conditions, etc., he isn't going to be so keen on telling you that he can buy it from the other fellow for two cents less, that "your bacon isn't worth any more" than So-and-So's, etc.

If more of us would study our business, know more about our products, and more remedies for the little troubles of our customers, less time would be consumed on the price evil, and we could class ourselves with salesmen of other lines.

Yours for better prices,

M. W. STULTS.

Monmouth, Ill.

SAUSAGE NAMES.

Up in Milwaukee is a store with a sign *Wiener Hats*. Further on is a prominent hardware business labeled *Frankfurter's Store*. A traveling man could not refrain from exclaiming to his fellow street-car strap hanger: "Darn it, I never 'sausage' names!"

TRUTH IS ALWAYS NECESSARY.

The clever salesman and the cleverest man in business is the one who tells the truth—not occasionally, but always.

Do you send reprints of this page to your salesmen? Many other packers do.



This chart, which is a part of THE NATIONAL PROVISIONER MARKET SERVICE series, shows the price trends of cash lard at Chicago for the past 14 years.

While lard was at a low price level throughout 1926 compared with the price of live hogs, it has held above the low period reached in 1921, 1922, 1923 and part of 1924, when hog prices were a full 5c per pound below those of the year just closed.

The export outlet for lard has always been a stabilizing factor in the domestic market. The limitations placed on this outlet during the past year by poor demand and competition from the European product have had an adverse influence on price, and resulted in the accumulation of considerable stocks throughout the year.

The effect of the war and early post-war years, the influence of heavy supplies of hogs, as well as the bull features in the latter part of 1924 and in 1925 based on an anticipated decline in hog supplies, are brought out graphically in the chart.

Storage Stocks Increase

Increases are shown in the storage stocks of meat and lard on hand January 1 throughout the United States, the only exception being in the case of cured dry salt meats, which showed a decline.

Frozen pork stocks increased more than 40,000,000 lbs. and are considerably above those of a year ago. Large quantities of loins and other green meats have gone to the freezer to await better demand.

The stocks of sweet pickle meats are about equal to those of last year, when hog runs were larger and weights heavier. However, this class of meat in process of cure is well under the stocks on hand last January 1.

Lard stocks are practically the same as those of a year ago, but fewer hogs are carrying considerably less weight this year than last, and there is less prospect of heavy lard production. In view of this, lard accumulations will probably not be burdensome.

Stocks of provisions in storage in the United States on Jan. 1, 1927, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows:

	1926	1925	1924
Beef, frozen	72,454,000	59,603,000	83,434,000
Cured	11,006,000	10,477,000	9,839,000
In cure	17,466,000	15,897,000	13,648,000
Pork, frozen	98,057,000	55,241,000	87,637,000
D. S. cured	24,880,000	28,565,000	48,108,000
D. S. in cure	44,014,000	38,206,000	75,622,000
S. P. cured	119,995,000	104,943,000	119,209,000
S. P. in cure	188,060,000	161,279,000	232,216,000
Lamb and mutton, frozen	4,519,000	3,166,000	3,646,000
Misc. meats	64,210,000	53,960,000	71,186,000
Lard	49,498,000	46,744,000	40,843,000

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Jan. 14, 1927.

Market continues weak and dull, with practically no demand for boxed meats. Lard trade slow. Practically only trading recently confined to a limited quantity of short clear backs. Good supplies of meats from Continental Europe. Stocks of lard light, with demand correspondingly light.

Today's prices are as follows: Shoulders, square, 83s; hams, long cut, 106s; American cut, 104s; bacon, Cumberland cut, 84s; short backs, 100s; bellies, clear, 106s; Canadian, 84s; spot lard, 65s.

BRITISH PROVISION STOCKS.

(Special Report to The National Provisioner.)

Stocks of provisions on hand at Liverpool on January 1, 1927, with comparisons for last month and last year, as estimated by the Liverpool Trade Association, are as follows:

	Dec. 31, 1926	Nov. 30, 1926	Dec. 31, 1925
Bacon, boxes	9,000	44,198	6,971
Hams, boxes	4,211	21,057	3,527
Shoulders, boxes	110	581	946
Lard (P.S.W.) cwt.	717	533	476
Lard (Refined) tons	1,808	2,712	1,748

Imports into Liverpool for the month of December:

Bacon, (including shldrs.) Bxs., 14,140; Cwts., 70,700.
Hams, Bxs., 9,630; Cwts., 46,150.
Lard, Cwts., 49,670.

The approximate weekly consumption of Liverpool stocks is given below:

	Bacon, Boxes	Cwts.	Hams, Boxes	Cwts.	Lard, Tons
Dec., 1926	2,923	14,615	2,020	10,100	759
Nov., 1926	3,681	1,866			934
Dec., 1925	4,422	3,152			1,105

EUROPEAN PROVISION CABLES.

J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce, reports the German market weak.

Receipts of lard for the week were only 700 metric tons, 1,200 less than for the preceding week. Arrivals of hogs at the 20 most important markets of Germany were 57,000, at a top Berlin price of 17.52 cents per pound, compared with 64,000 at 21.63 cents per pound last year.

The Liverpool market is quiet for American bacon, although somewhat firmer for continental, on account of the light arrivals. The total of pigs bought for bacon curing in Ireland was 5,000, compared with 6,000 last year.

The estimated slaughter of Danish hogs for the week ending January 7, 1927, was 65,000.

Hamburg.		PRICES.
STOCKS. DEMAND.		Cents per lb.
Refined lard.....Med.	Med.	@14.07
Fat backs.....Lt.	Poor	@13.83
Frozen pork livers.....Lt.	Poor	@5.89
Extra oleo oil.....Lt.	Poor	@10.66
Extra oleo stock.....Lt.	Poor	@10.21
Rotterdam.		
Ex. neutral lard.....Lt.	Med.	16.02@16.38
Refined lard.....Lt.	Poor	@13.83
Ex. oleo oil.....Hvy.	Med.	10.74@10.56
Prime oleo oil.....Hvy.	Poor	9.65@9.46
Ex. oleo stock.....Med.	Poor	@10.19
Ex. premier jus.....Hvy.	Med.	8.55@8.46
Liverpool.		
Hams AC light.....Hvy.	Poor	22.00@23.44
Hams AC heavy.....Hvy.	Poor	22.57@23.00
Hams, long cut.....Med.	Poor	23.00@23.87
Cumberlands, light.....Med.	Poor	18.01@18.45
Cumberlands, hvy.....Med.	Poor	18.01@18.45
American Wiltshires Med.	Poor	
Square shoulders.....Med.	Poor	17.79@18.23
Picnics.....Med.	Poor	15.19@17.79
Clear bellies.....Lt.	Med.	23.00@23.44
Refined lard boxes.....Med.	Poor	14.10@14.32

*Not quoted.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Firm—Trade Quiet—Better Demand Shown—Fair Exports.

A better tone has developed in the hog and product market the past week, with the further advance in prices which are now up about a cent and a half per pound on lard from the low point made in November. There has also been a hardening in meats with a steady hardening in hogs.

The average price of hogs is gaining slowly with the receipts of rather moderate proportions and not enough to be a depressing factor in the market. The fact that the hog movement is being taken care of is having considerable influence on sentiment, particularly as the decreasing movement has tended to back up the impression that the supply of hogs this winter is not going to be any better than last year. With nearly 2½ months of the packing season gone, the total is nearly 300,000 hogs less than last year.

Storage Stocks Moderate.

The situation as to the packing and the distribution is reflected in the supply of meats at the principal Western points. While there was an increase in stocks for the month of December of 12,000,000 lbs., the total compared with last year is 29,000,000 lbs. less, showing that even with the small exports the total supply in the country is not developing in a burdensome way.

The amount on hand is 156,000,000 lbs. of meat against 144,000,000 lbs. last month and 185,000,000 lbs. last year.

Stocks of lard at the leading points decreased 3,000,000 lbs. for the month, but the total is about 5,000,000 lbs. more than the corresponding time last year. The total supply, however, of meats is not at all burdensome and the total stock of lard at the leading points is only sufficient to supply about a week and a half of exports.

The monthly figures of the total production of meat products as given by "Crops and Markets" for the month of October shows a decrease in the production of beef products of 23,000,000 lbs. for the month, compared with last year, with a decrease in pork products of 84,000,000 lbs., and a gain in mutton of 2,000,000 lbs.

The weights of hogs for the month of October were light, the average being 162.42 lbs. dressed weight against 170.68 lbs. the previous year, and 165.51 lbs. the three year average.

Meat Production Figures.

The total production of meat products for the ten month period, January to October, compares as follows:

	3 yr. average	1925	1926
Beef, lbs...	3,967,500,000	4,977,900,000	4,307,900,000
Veal, lbs...	411,100,000	450,000,000	441,400,000
Pork, lbs...	6,781,400,000	5,942,000,000	5,980,800,000
Mutton, lbs...	382,700,000	393,700,000	415,700,000
Total, lbs...	11,542,700,000	10,804,200,000	11,145,800,000

The total production for 10 months this year has been apparently 281,000,000 lbs. more than last year, but about 400,000,000 lbs. less than the three year average. There was a decrease in the exports of

products of nearly 100,000,000 lbs., so that the total amount available for the domestic trade was a little under 400,000,000 lbs. more than last year.

A comparison of the stock, therefore, tends to show that there has been an increase in domestic trade, which has absorbed this increased supply. This increased domestic trade is partly due to the natural increase in population and to the possible influence of the fairly low price level.

A study of the weights for the 10 months shows that the average dressed weights of cattle was 521.86 lbs., against 512.24 lbs. last year and 515.97 lbs. the three year average. The average dressed weight of hogs for the 10 months' period was 184.28 lbs. against 173.01 lbs. last year, and 172.97 lbs. the three year average. The amount of lard per 100 pounds of light hog was 16.18 lbs. against 15.10 lbs. last year, and 16.21 lbs. the three average.

Kill Under Federal Inspection.

The total figures for the slaughter under government inspection were as follows:

	3 yr. average	1925	1926
Cattle	7,780,482	8,065,585	8,346,582
Calves	4,147,616	4,509,078	4,307,391
Hogs	39,528,116	34,863,683	32,632,747
Sheep	9,948,525	10,140,984	10,750,180

The decrease in the slaughter of hogs for the 10 months was 2,231,000, and the figures for the packing at the principal points since November first show a decrease of nearly 300,000 hogs, indicating the possibility of a decrease for the 12 months of about 2,500,000, compared with last year.

If the Government forecast is approximately correct that there will be a further decrease in the available supply of hogs for the next packing year, the position would seem to be one where either the domestic consumption must be reduced, or the exports reduced to the extent of the further falling off in the production of meat products. This will possibly be easy as regards lard, on account of the big supply of cottonseed oil this year, but the question of the substitute for meats is a very difficult one.

It may mean a possible advance in price to check the domestic trade, or a further reduction in exports which are already less than last year, and much less than the three year average. The decrease in exports of pork compared with the three year average has been about 250,000,000 lbs., and the decrease in lard about 166,000,000 lbs. for the ten months, compared with the three year average.

PORK—The market was dull but firm with mess New York \$33.50; family, \$39.50 @41.50; and fat backs, \$29.50@33.

At Chicago mess pork products at \$35.

LARD—The market was more firmly held but demand was limited both domestic and export in the east. At New York, prime western quoted 13.05@13.15; middle western, 12.80@12.90; city, 12¾@12¾c; refined continent, 13¾c; South America, 14¾c; Brazil kegs, 15¾c; and compound, 9¾@10c.

At Chicago regular lard in round lots was quoted at January price, loose lard sold at 75c under January and leaf lard quoted at 62½ under January.

BEEF—The market was steady with demand light. New York mess \$19@21; packet, \$19@21; family, \$21@23; extra India mess, \$34@35; No. 1 canned corn beef, \$3; No. 2, \$8.25; 6 lbs., \$8.50; and pickled tongues, \$55@60, nominal.

SEE PAGE 47 FOR LATER MARKETS.

SPRING PIG PROSPECTS.

A tendency to increase hog production next year in regions outside of the Corn Belt states, especially in the South, is shown by the December 1 pig survey made by the U. S. Department of Agriculture in cooperation with the Post Office Department through rural carriers.

While the Corn Belt states showed an increase of only 9 per cent in sows bred or to be bred for farrow in the spring of 1927 over the number farrowed in the spring of 1926, for the United States the increase was 13 per cent, due to an indicated increase of 14 per cent in the North Atlantic states, 21 per cent in the South Atlantic states, 34 per cent in the South Central states, and 25 per cent in the Far Western states.

While the reported intentions to increase breeding are the largest shown in regions outside of Corn Belt by any of the four December surveys made to date, the actual farrowings reported the following spring have been much smaller than the reported intentions to breed in December in years of reported increased intentions, this spread being much wider than in the Corn Belt.

The number of sows farrowed in the fall of 1926 was only two per cent larger for the United States and five per cent larger for the Corn Belt than in the fall of 1925, and of pigs saved, 3 per cent larger for the United States and four per cent larger for the Corn Belt.

While the June, 1926, survey both for the Corn Belt and outside regions showed a large intended increase in breeding for fall of 1926, this increase did not materialize, due to drought in some sections, and a widespread hog cholera epidemic. Hog production in the Southern states has declined steadily from 1920 to 1926 and has reached the lowest point in many years.

It now seems probable that the low point has been reached and that for the next few years there will be a strong tendency to increase production. For Corn Belt states, the figures of sows bred to farrow next spring do not indicate any material increase in hog production in spring of 1927 over that of 1926.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Jan. 8, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		116
Canada—Pork cuts.....		12,796 lbs.
Canada—Smoked meat.....		127½ lbs.
Canada—S. P. hams.....		94,670 lbs.
Canada—Calf livers.....		365 lbs.
Germany—Sausage in tins.....		2,200 lbs.
Germany—Smoked pork.....		4,624 lbs.
Holland—Smoked pork.....		4,508 lbs.
Holland—Sausage in tins.....		8,640 lbs.
Argentina—Corned beef in tins.....		327,600 lbs.
Uruguay—Corned beef in tins.....		131,400 lbs.
France—Sausage in tins.....		690 lbs.
France—Cooked pork in tins.....		112 lbs.
Ireland—Smoked pork.....		2,584 lbs.
England—Corned beef in tins.....		5,400 lbs.
England—Meat extract.....		11,500 lbs.

How should the hog "sticker" work to avoid damage to shoulder meats? Ask The Blue Book, the "Packers' Encyclopedia."

Sausage Makers

are you getting these Extra Profits?

Have you discovered this new and simple way of increasing your profits on Sausage Cookers? It pays big dividends! You can test it 30 days FREE! It is used by America's leading sausage makers. Read what this happy user says:

"Your simple device has played a very important part in substantially increasing profits on our sausage cooking processes. Accurate temperatures in cooking sausage are of vital importance to the appearance and good weight of the product. No matter how careful our men were before we installed your device, the temperature

often got too high, spoiled the looks of sausage, and shrinkage reduced its weight; and when the temperature got too low the sausage was under-cooked resulting in a hard, lumpy and unpalatable product. Your automatic temperature controller has turned these losses into EXTRA PROFITS and we believe the saving of Labor alone will quickly pay their cost, to say nothing of the saving of steam used for heating."

Regulator applied to Steam Cabinet is shown here. It is extremely Accurate, easy to install, and needs no compressed air for its operation.

Mail the Coupon. It brings you prices and full particulars of our 30 day FREE trial offer.

POWERS REGULATOR CO.
2725 Greenview Ave., CHICAGO

Gentlemen: Without obligation on my part, kindly send me prices and particulars of 30 day free trial offer of your temperature regulator for Sausage Cooking Boxes and Cabinets.

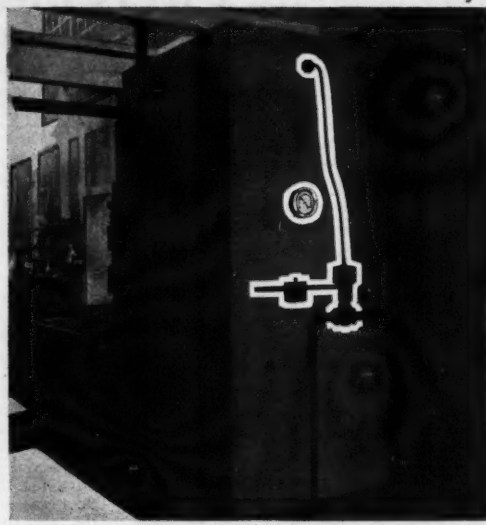
Name

Address (3239)

Partial List of Users

Armour & Co., Cudahy Packing Co., Beech Nut Packing Co., Midwest Box Co., Oscar Mayer, G. H. Hammond Co., Omaha Packing Co., Hormel Packing Co., John Morrell & Co., Brennan Packing Co., Cincinnati Butchers' Supply Co., Wilson & Co., Allied Packers, Jacob Dold Packing Co., Bath Packing Co., Detroit Packing Co., Airoblast Corp.

Keep the heat right and you keep the money in the meat.



PORK IN THE WORLD WAR.

(Continued from page 30.)

be disposed of, as created, or there will be terrible waste at a time when they are critically needed.

"Furthermore, we cannot help but feel that there is a certain moral obligation resting upon the Allies to join with us in a liquidation of these obligations.

"More particularly do we feel that because of the programs laid down by the Meat Executive and ratified by the Inter-Allied Food Council for our guidance we created raw material, facilities, and manufactured products, and in so doing we undertook large moral obligations to our farmers. The only one of these obligations which we are unable to liquidate ourselves alone is pork products, which are so eminently perishable and must be immediately exported, while the many other commodities which are in the same economic position we can care for ourselves.

Must Continue to Operate.

"Furthermore, as advantageous as the consolidated buying agencies of the Allies have been during the war, immediately upon the Armistice the point of view of such operations naturally changes entirely from the attitude of maintaining an assured and continuing production to solely the attitude of a day to day buyer. The agency is so potential that it can effect arbitrary fixing of prices and such powers can only be justified to your people and ours under war conditions.

"From our point of view, such an agency must (in accordance with the agreed policy which has been followed heretofore) be continuous and regular in its purchases, for otherwise it can, by failure to maintain regular flow, fix prices fictitiously below real costs and values, may precipitate financial crises, and, on the other hand under pressure from outside, it may equally result in the fixing of prices at a higher level than is justified under the new economic conditions. The whole continuance of this agency is fraught with the greatest danger from both sides and I am equally solicitous with you for its dissolution.

Created an Economic Danger.

"In order to dissolve, however, it is necessary that on both sides a sufficient notice should be given for the trades to readjust themselves and, in the meantime, that the market on our side and the distribution on your side should be protected. We have the last desire to ask the British Government to purchase a commodity beyond their average consumption, but I

think we are justified in asking that so long as these agencies are to be continued they should carry out the already indicated advance requirements in regular monthly purchase of these particular commodities.

"The failure of the British Government to order in January the quantities indicated to us of the material prepared for your peculiar consumption had a most critical economic danger to the United States, which if allowed to run its course must, I feel, react on all British interests as well as our own.

"The final government order which I propose would not only fairly liquidate the outstanding position but would do so at the minimum risk to the British Government.

"There can be no question that Germany and the liberated territories will be a purchaser during February and March of large quantities of pork products which would be available under this arrangement. Further, I feel that this course will ultimately liquidate the whole situation for the British Food Ministry with respect to the stocks that are already held.

Must Get Help on Pork.

"I assume that the Italians, Belgian Relief, and some of the neutrals will be in the market in February in addition to this order, and that we should therefore be able to produce orders for approximately 350,000,000 pounds of pork products. Such a situation would, I feel, wind up all moral commitments on the part of the United States Food Administration towards the producers and all the Allies towards our production policies.

"As I have said above, the United States Food Administration can, out of its own resources and its own methods, finance the obligations it has taken to our producers in many other commodities, the pork products being the one of such peculiar character that we cannot handle it single-handed.

"I feel in all the circumstances that we are justified in asking for joint action in this matter. The subject is one of extreme urgency, as orders must be telegraphed before the 25th instant, and I do hope you will give me an early indication.

Yours faithfully,
HERBERT HOOVER."

[ED. NOTE.—The next installment of this review will include the British refusal to help liquidate the pork situation, the government statement to farmers and packers, and the maintenance of hog prices by packers until German market was opened, in March, 1919.]

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending January 8, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Week ending—				July 1, 1926*
	Jan. 8, 1927.	Jan. 9, 1926.	Jan. 1, 1927.	Jan. 8, 1927.	
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,322	2,228	926	71,738	216
To Belgium				216	62,844
United Kingdom	1,296	1,875	775	1,518	14,330
Other Europe	5	5		2,503	4,687
Cuba	83	219	112		
Other countries	33	129	39		
Bacon, Including Cumberland.					
Total	4,243	5,843	2,384	79,718	1,917
To Germany	83	871		52,145	25,796
United Kingdom	3,742	4,209	2,217	109,974	19,022
Other Europe	188	624	140	3,311	54,546
Cuba	2	35			
Other Countries	228	104	27		
Lard.					
Total	14,669	17,856	10,460	323,952	75,714
To Germany	2,342	10,073	663	25,796	109,974
Netherlands	1,757	110		19,022	3,311
United Kingdom	6,097	3,021	4,413	54,546	
Other Europe	286	2,877	1,449		
Cuba	1,858	1,351	1,808		
Other Countries	2,289	424	987		
Pickled Pork					
Total	142	374	125	13,316	1,524
To United Kingdom	20	84	44	591	3,311
Other Europe	6	40		7,890	
Canada	62	233	35		
Other Countries	54	17	46		

TOTAL EXPORTS BY PORTS.

	Hams and shoulders.	Bacon.	Lard.	Pickled pork.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,322	4,243	14,669	142
Boston		165	15	4
Detroit	627	570	1,335	7
Port Huron			252	60
Key West	77	2	1,546	
New Orleans	39	5	1,301	52
New York	43	3,108	8,720	18
Portland, Me.	536	273	491	1

DESTINATION OF EXPORTS.

	Hams and shoulders.	Bacon.	Lard.
	M lbs.	M lbs.	M lbs.
Exported to			
United Kingdom (total)	1,206	3,742	
Liverpool	443	2,223	
London	37	488	
Manchester	12		
Glasgow	76	224	
Other United Kingdom	638	267	
Exported to			
Germany (total)		2,342	
Hamburg		2,230	
Other Germany		112	

WEEK ENDING JANUARY 1, 1927
Detroit

*Corrected to November 30.

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been moderately active but stronger, some business passing in extra New York at 7½c, an advance of ¼c. Consumers were slow in coming up but producers were firmer in their ideas and there was more of a disposition to look upon tallow at its present levels as comparatively cheap.

While some were asking higher prices, offerings, though limited in volume, were still in evidence at 7½c for extra New York while special was quoted at 7½c and edible at 8c asked.

At Chicago the market appeared to be closely sold up with prime packer 7½c f.o.b. Chicago last paid buyers indicating 7½c f.o.b. Cincinnati. At Chicago edible quoted at 7½c; fancy, 7½c; prime packer, 7½c; and No. 1 at 6½c.

At London auction 858 casks were offered and 413 sold at prices unchanged from last week, with mutton quoted at 38 @39s, beef at 36s 6d@40s and good mixed at 35s@36s 6d.

At Liverpool Australian tallow was 6d lower compared to a week ago with fine quoted at 39s 6d and good mixed at 36s 9d.

STEARINE—The market was a little more active and was about steady. Sales at New York were reported at 8½c followed by business at 9c with the latter figure now bid. At Chicago oleo was quoted at 8½@8¾c.

OLEO OIL—The market was quiet at New York and barely steady with extra quoted at 10c; medium, 9¾c; and lower grades at 8¾c. At Chicago extra was quoted at 9¼@9½c.

SEE PAGE 47 FOR LATER MARKETS

LARD OIL—A firmer market was in evidence this week, though demand generally was limited. Some consumers' interest developed towards the middle of the week. At New York edible quoted at 15c; extra at 12½c; extra winter strained at 13¾c; extra No. 1 at 10½c; No. 1 at 10c; and No. 2 at 9¾c.

NEATSFOOT OIL—The market was easier with demand small and routine with pure New York quoted at 12¾c; extra at 10¾c; No. 1 at 10c; and cold test at 15¾c.

GREASES—While the demand was limited the market for grease had been firmer in spots, helped by the strength in tallow, and firmness on the part of producers. Consumers however, showed no uneasiness over the situation, and with export demand for white grease limited quiet conditions again ruled the market.

At New York choice and house grease quoted at 6½@6¾c; yellow, 6¾c; A white, 7¾c; B white, 7¼c; and choice white, 9¾@10c.

At Chicago the market was firm, with several direct foreign bids for choice white from Rotterdam for prompt and January shipment. At Chicago brown quoted 5½@5¾c; yellow, 6¼@6½c; B white, 6½@6¾c; A white, 8c; and choice white, 8½@9c.

DISEASE-FREE HOG PREMIUMS.

Kansas City packers paid a premium of \$35,439 up to January 1, 1927 for hogs from counties free from tuberculosis. The number of such hogs totalled 161,333 head. At St. Joseph, the premium on 59,095 hogs from accredited territory amounted to \$15,464.

Packinghouse By-Products

Chicago, January 13, 1927.

Blood.

Blood is reported as being in a little better demand than for some time. Stocks are pretty well sold up.

	Unit ammonia.
Ground	\$4.25@4.50
Crushed and unground.....	3.90@4.10

Digester Hog Tankage Materials.

This class of material is scarce and is bringing a good price.

	Unit ammonia.
Ground, 8 to 12% ammonia.....	\$4.75@5.10
Unground, 11 to 13% ammonia.....	4.50@4.75
Unground, 6 to 10% ammonia.....	4.00@4.35
Liquid stick, 8 to 12% ammonia.....	3.35@3.50

Fertilizer Materials.

Market quiet and very little trading reported.

	Unit ammonia.
High grade, ground, 10-11% ammonia..	\$ 2.90@ 3.10
Lower grade, ground & ungrd. 6-9% am.	2.50@ 3.00
Hoof meal.....	2.85@ 3.00

Bone Meals.

Market quiet and steady.

	Per Ton.
Raw bone meal, nom.....	\$32.00@46.00
Steam, ground, nom.....	27.00@36.00
Steam, unground, nom.....	25.00@30.00

Cracklings.

Cracklings are scarce and in good demand.

	Per Ton.
Soft pressed pork, on grease and quality.	\$80.00@85.00
Soft pressed beef, on grease and quality.	50.00@55.00

Horns, Bones and Hoofs.

Very little activity reported in this market during the week.

	Per Ton.
Horns	\$50.00@175.00
Round shin bones.....	45.00@ 50.00
Flat shin bones.....	42.00@ 45.00
Thigh, blade and buttock bones.....	40.00@ 45.00
Cattle hoofs	55.00@ 58.00

(NOTE—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Gelatine and Glue Stocks.

Prices showed little change from last week, and the undertone remained strong.

	Per Ton.
Kip and calf stock.....	\$31.00@38.00
Rejected manufacturing bones.....	45.00@47.50
Horn piths.....	37.00@38.00
Cattle jaws, skulls and knuckles.....	38.00@38.50
Sinews, pizzles and hide trimmings.....	23.00@24.00

Animal Hair.

Very little activity is reported in this market.

	Per Pound.
Coll and field dried.....	3 @ 4
Processed grey.....	5½ @ 9
Black dyed.....	7 @ 11
Cattle switches, each.....	*4 @ 5

* According to count.

Pig Skins.

Prices held firm; a very little trading reported. Buyers and sellers apart in their views.

	Per Pound.
Tanner grades.....	7 @ 8
Edible grades, unsorted.....	4½ @ 5

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Jan. 12, 1927.—The business being done in fertilizer materials is so light that no price changes of any consequence have occurred during the past week.

A few cars of Ground Tankage were sold at \$4.00 and 10c basis f. o. b. New York and this is the present asking price both for prompt and January shipment. Buying interest is limited.

Blood both ground and unground is offered freely with buyers out of the market. South American was sold at \$3.65 c. i. f. U. S. port with more offered at this figure for January-February shipment from South America.

Resale lots of Sulphate of Ammonia and Nitrate of Soda are being put out a little under the market.

The demand for Foreign materials is quite light with the exception of bonemeal which is selling much lower in price than the domestic product.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Jan. 8, 1927, with comparisons:

	Week ending Jan. 8.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,472	2,084	2,413
Cows, carcasses	1,907	1,521	2,568
Bulls, carcasses	69	60	71
Veals, carcasses	963	1,577	790
Lambs, carcasses	13,478	11,214	11,480
Mutton, carcasses	1,983	480	372
Pork, lbs.	612,958	486,908	582,956
Local slaughters:			
Cattle	1,602	1,453	2,190
Calves	1,785	1,269	1,671
Hogs	16,159	16,194	25,585
Sheep	5,215	2,787	6,166

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Jan. 8, 1927, with comparisons:

	Week ending Jan. 8.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,674	2,234	3,103
Cows, carcasses	1,074	763	1,126
Bulls, carcasses	299	341	148
Veals, carcasses	1,664	1,963	1,526
Lambs, carcasses	9,927	8,807	9,854
Mutton, carcasses	1,350	1,596	1,195
Pork, lbs.	456,097	432,303	461,673
Local slaughters:			
Cattle	2,203	2,069	2,367
Calves	2,906	2,412	2,820
Hogs	4,781	14,445	21,458
Sheep	21,248	3,642	2,197

TO MARKET GERMAN FAT.

A marketing association of German edible fat factories has been formed by the following firms: Johann Martin Witzemann in Obertuerkheim and Magdeburg; Appenzeller & Co., in Neuss; Phillip Fauth A. G., in Dotzheim; Holz und Willemsen G.m.b.H., in Krefeld; and the Neuss Oil Mills, N. Simon Sons, in Neuss. Headquarters are in Dusseldorf.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

ANCO Trucks

for All Packing House Purposes

After years of practical experience and surveys of truck needs in the packing industry, our engineers have produced a complete line of ANCO Trucks, each model designed to meet specific requirements. ANCO Trucks represent the last word in the important features of sanitation, ease of operation and durability, as well as cost of maintenance.

Every model in the line of ANCO Trucks is built to do a specialized job.

No matter what your truck needs may be, there is an ANCO Truck that will serve your requirements best.

Write for descriptive literature.

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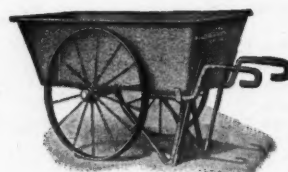
Western Office: E. D. Skinner, 1731 W. 43rd Pl., Los Angeles, Calif.



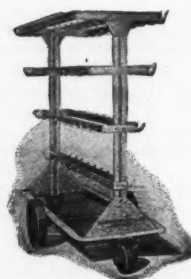
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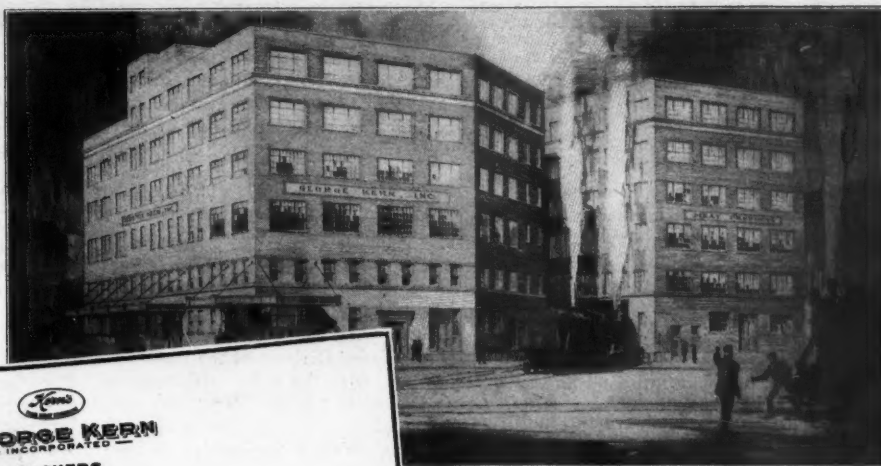


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346

ANCO




GEORGE KERN
 INCORPORATED

PACKERS
 NEW YORK CITY
 U.S.A.

PLANT AND OFFICES
 ELEVENTH AVE. 30TH TO 4TH STREET

October 19, 1926.

Allbright-Nell Company
 5323 Southwestern Blvd.
 Chicago, Ill.

Gentlemen:-

Enclosed you will find our order for two additional "large size" Laabs Cookers.

We are very glad to place with you this additional order as we find our present installation meeting all our requirements and find no difficulty in marketing the entire output of both the Edible and Inedible Departments.

We are using practically the same materials as we did in charging our former steam rendering tanks and believe we have as uniform a product, and at the same time have eliminated all offensive and disagreeable odors.

The installation in our Inedible Department has met with all city regulations and has enabled us to realize more income from our offal.

The installations in both departments have been in use over four months during which time they have been subjected to very severe tests. Beyond doubt these installations have enabled us to reach a standard of efficiency heretofore unattainable, and helped us to realize our ambition of having one of the most modern and sanitary plants in the United States.

Yours very truly,

GEORGE KERN INC.

George Kern
 For George Kern, Pres.



GEORGE KERN
 — INCORPORATED —

**IS COMPLETELY
 EQUIPPED WITH
 LAABS COOKERS**

George Kern, Inc., of New York City have one of the most modern, up-to-date packing plants in the country. In the selection of their equipment they have been most careful, and after thorough investigation they have adopted the Laabs Process.

In both the Edible and Inedible Departments they are exclusively using the Laabs Process with great success and are very decided in their praise of this equipment.

What more can be said than that this plant has completely adopted the Laabs equipment.

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

COTTON OIL MILL YIELDS.

(Special Report to The National Provisioner from The Fort Worth Laboratories.)

Fort Worth, Tex., Jan. 6, 1927.—Last month we called attention to the fact of the low oil and cake content of the late seed. This condition still exists. To overcome the lack of efficiency in milling occasioned by this late seed, we recommended steaming the seed after they leave the linters and prior to hulling, preferably storing for twelve hours after steaming. Some mills are now steaming their seed without storing and have reduced the oil in their cake 1 per cent.

Storing for twelve hours after steaming, we believe would reduce the oil in the cake another 1 per cent. The idea is based on softening the hulls prior to hulling which thus reduces to a minimum the fine hulls which cause high oil in cake as explained in our last month's bulletin. Steaming the meats prior to rolling would also help.

The major portion of the oil continues good in quality. There are some sections having a small amount of high refining loss oil with prime color. The low oil content of the late seed will materially lower the oil produced in Texas and Oklahoma.

The poor quality of late seed has increased the difficulties of operation and materially reduced efficiency. Late seed continues to decrease in oil content. These two factors combine to render late seed of low value to the mills. Oil in general continues good though some districts are commencing to produce off oil.

SEED ANALYSIS.

	Moisture.	Ammonia in seed.	P. C. oil.	Gals. oil.	Yield 100 lbs. Waste
Avg. all samples.....	8.48	4.88	16.91	35.3	937
Best sample avg.....	9.50	4.61	17.82	37.5	989
Lowest sample avg.....	7.21	4.08	16.10	33.2	869
Avg. same mos. '25.....	9.08	4.31	18.36	39.0	922
Annual avg.	8.85	4.88	17.90	37.7	937

CRUDE OIL.

	Refining loss.	Color red.	Acid free.
Avg. all samples.....	8.1	6.1	1.6
Best sample avg.....	5.5	4.1	0.7
Lowest sample avg.....	9.7	7.8	2.0
Avg. same mo. '25.....	10.0	8.3	2.4
Annual avg. '25.....	10.5	8.1	2.7

CAKE AND MEAL.

Average Analysis.					
	Mols- ture.	Am- monia.	Pro- tein.	Oil.	Stand- ard.
Avg. of mills.....	7.91	8.29	42.61	6.73	0.81
Best avg. result.....	6.61	8.67	44.59	5.11	0.58
Worst avg. result.....	7.36	8.50	43.70	8.28	0.97
Avg. this month '25.....	8.61	8.32	42.73	6.27	0.75
Annual avg. '25.....	7.89	8.31	42.67	6.70	0.80

HULLS.

Average Analysis.

	Whole Seeds and Meats.	Oil in Hulls.	Total Oil.	\$ Loss Per T. Lost in Exch. of Stand.	Standard.
Avg. all mills.....	0.00	0.79	0.85	0.14	2.23
Best avg. result.....	0.00	0.40	0.44	0.00	1.17
Worst avg. result.....	0.00	1.53	1.59	0.43	4.24
Avg. this mo. '25.....	0.11	0.76	0.85	0.14	2.33
Annual avg. '25.....	0.10	0.72	0.82	0.13	2.18

VEGETABLE FAT PACKAGES.

Plans are now under way for reducing the growing number of different sizes of packages now in use in the vegetable compound industry. Standardization of these containers means money to consumers. The Cotton Oil Press, monthly bulletin of the Interstate Cotton Seed Crushers' Association, says:

"The standardization and reduction in number of the containers used by manufacturers of compound and cotton oil shortening is in a fair way to early accomplishment.

"The Refiners' Division of the Interstate Association, with the active assistance of General Counsel Christie Benet, has held a number of conferences recently with R. M. Hudson, Chief of the Bureau of Simplified Practices in the Department of Commerce at Washington. After careful study of the subject by a special committee, the refiners at a meeting in Memphis recently unanimously adopted the following resolution:

"That the following listed sizes of containers would fully meet the requirements of this industry in shipments of domestic business only, and that this meeting recommends the following sizes:

"Tierces 335 to 360 lbs.; Iron drums 110 lbs.; Wooden tubs 60 lbs.; Butter tubs 50 lbs.; Metal Packages 45 lbs.; Metal packages 8 lbs.; Metal packages 4 lbs.; Metal packages 2 lbs.; Paper carton 1 lb.

"Before the proposed reduction to nine standard containers can be officially approved and promulgated by the Department of Commerce, it must be approved by the lard manufacturers and meat packers, committee of which will meet with the refiners committee for conference in Washington at an early date. It will then be submitted to the trade including the wholesale grocers.

"In common practice there are now at least 25 different sizes of packages used in the lard and compound trade, with a tendency to increase. A few years ago, however, there were as many as 85 different sizes.

"The adoption of the proposed nine sizes would save hundreds of thousands of dollars to the industry, practically all of which would be to the direct advantage of consumers. Can manufacturers would be able to reduce their costs by reason of the elimination, and the saving of shelf room would mean much to grocers.

"The refiners committee in charge of the proposition consists of Louis Rosenstein of Aspegren & Company, F. W. McKee of Van Camps, and W. P. Matthews of Procter & Gamble."

COTTONSEED MEAL SHIPMENTS.

November shipments of cottonseed meal from mills were the largest in the history of the industry, amounting to 426,236 tons, according to census reports.

LOOKING AT BOTH SIDES.

Here is a summary of the cottonseed oil situation by a Southern trade authority, the Seaboard Refining Co., which sums up the views of both sides without attempting to express an opinion:

The situation in cottonseed oil is so mixed, and difficult to size up, that we are still without an opinion. There have been so many surprises this season, and most of us have been wrong in our guesses so very frequently, that it is a rather comfortable feeling not to make any more. Here are just a few problems running through our minds:

The Bearish View.

1. If the ginnings are near 18,600,000 bales, and the oil yields about up to the average, what will become of the big surplus which is sure to develop month by month?

2. Has the recent advance come at an inopportune time, inasmuch as the soap-makers and exporters are further away from the level at which they had planned to buy cotton oil?

3. Is there too much buying of futures against sales of crude, which may delay oil seeking a level of tremendous consumption? Unless consumption is very big, liquidation in futures may be drastic. However, contracts for loose oil are easier handled, and the liquidation in same should not be as severe as in barreled oil.

4. Are the buyers well bought ahead and crowded for nearby room, which may cause a setback, as much crude is being carried in storage tanks and immediate shipment is continuing to sell at a discount? Some buyers claim to be bought up through the spring.

5. Will the advance in price start seed-buying at levels higher than justified, thereby causing too much oil to come on the market?

The Bullish View.

1. Has recent bad weather definitely settled the question that the Government overestimated the crop, which cannot exceed 17,500,000 bales, much of which will be low grades, and produce small yields of seed and off oils?

2. Will the last bullish pig report be sufficient to hold lard prices up, and lay foundation for higher lard prices this spring and summer, thereby being a bullish factor upon oil?

3. Will those buyers who were waiting for \$5.50c crude bid the market up still further to get what they want, as they did last week in two days, from 6.50c Valley to 7.00c, with outside markets remaining about the same?

4. Oil is thought by many to be cheap at anything under 8c. Is it too cheap at 6.50c to 7.00c? The price level is the most bullish feature.

URGE FATBACK WRAPPING.

American shippers may find it advisable to use parchment or wax paper wrappings on fatbacks shipped to Germany, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany. The reason for this is that German consumers complain that fatbacks without coverings, packed in wood, absorb a woody taste which hinders their sale. It has also been suggested that coverings would protect the meat from dust, impurities, and possible contamination, and would help to preserve it and keep it fresh.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, from Jan. 1 to Jan. 12, 250 bbls.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

The Blanton Company

St. Louis, U. S. A.

Refiners of
VEGETABLE OIL

YOUR BROKER

Is Our Selling Agent—Give him your inquiries on

White Butter Oil Peanut Oil Cooking Oils
Salad Oil Vegetable Shortening Margarine

Carloads—Less Carloads

Yopp's Code, Eighth Edition

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Active—Strong—New Highs for Move—General Buying Absorbing Hedged—Crude Tight—Sentiment Mixed—Cotton Lard Better—Cash Oil Trade Slow.

An active trade continued to feature the market for cottonseed oil futures on the New York Produce Exchange, and at the high point, prices were up about 1c a pound from the season's lows. Persistent commission house absorption and covering of shorts, notwithstanding the general run of news carried the market upward rather easily.

There were several sharp reactions, but buying power broadened on each decline. The action of the market was most surprising to a good many of the trade who could still find little or no reason for the upturn, but nevertheless, the ability of the market to hold appeared to indicate that there was something underlying the market which had not as yet come to the surface.

Situation Growing in Strength.

Southern and western commission houses were free buyers at times and the local professional shorts were completely run in. Refiners' brokers put a good many thousand barrels of oil on the market on a scale up, but the selling was not done in a way to check the advance, and was so distributed as to meet the buying power which added further strength to the situation, although possibly weakening the technical position.

Strength in the crude markets and sharp advances in seed prices together with stronger lard and cotton markets were helpful features, but the oil market appeared to pay little or no attention to outside conditions, and was working purely from the standpoint that values were responding more readily to buying power than they were to selling pressure.

The local element were more mixed in their views, but those bearishly inclined showed a disposition to look on, pending developments. Discouraging reports as to cash demand served to bring some selling on the bulges, but the fact that refiners' pressure was not equal to the size of the crop, or in fact general as far as surface observation was concerned, served to temper reports of slow cash demand and

create the impression that cash trade in the South and the West was better than reports indicated.

The volume of crude oil that came out during the week did not appear heavy, but the 7c figure in the Southeast and Valley did bring out quite a little oil. That figure was still bid in the Southeast and was asked in the Valley.

In Texas, 6¾c was bid. The seed market in Texas was reported as high as \$27 per ton; in the Valley, at \$28@29 per ton, and

in the southeast at \$27.50@30 per ton, with as high as \$30 per ton reported paid in the Delta, these prices comparing with the average low point on the crop of about \$20 per ton. In some leading refining quarters, grave doubt was expressed as to whether or not seed at \$30 per ton would ultimately prove profitable to the mills.

Cash Demand Fair.

Cash oil demand was reported quiet to fair. Demand in the eastern part of the country, in fact, was said to be quite slow. At New York refiners and packers were asking 9¾c for compound, and in spite of the advance in crude, it was strongly intimated that bids of 9½c for round lots would readily be satisfied. One refiner said that what business was passing was being done at such cut-throat prices that there was little in it.

The statistical position of the market attracted little or no attention. In fact, the main topic of discussion was the ability of the market to stay up. With little in the news, as most saw it, for such an advance, it naturally was argued that with the short interest reduced and with the long interest materially enlarged and carrying more hedges than of late a condition has been created where the market will prove susceptible to any increase in pressure and particularly so to any deliveries of actual oil on contract, as it is figured the speculative element will run away from actual oil.

The December consumption report is anxiously awaited. Reports as to ginnings while conflicting indicate that the ginnings for the period will be comparatively moderate, but it is difficult to see how they could fall much behind, if any below the same period last year.

Harvest Situation Better.

The weekly weather report indicated good progress of late wet harvests and although some cotton still remains in the fields, less is heard of abandonment and with good weather the next few weeks, there is the possibility of the trade talking more of the final ginnings reaching the Government estimate.

The seed received from the bulk of the crop, it is said has been excellent in character, but it is expected that the seed from the last 3,000,000 or 4,000,000 bales ginned will not be as good as the earlier seed, due to the unfavorable weather of late.

COTTONSEED OIL—Market transactions:

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 13, 1927.—Bearish predictions have met with no fulfillment this week in cotton oil futures, but are still widely circulated; meanwhile an active demand continues on part of the investment public, especially for May and July contracts New Orleans, hence firm markets with outcome largely dependent on hog and lard prices also ginning and consumption returns.

Crude offered sparingly at 6¾c, Texas and Oklahoma; 7c Valley, with nearby tank cars. Buyers bidding ¾c less for immediate and prompt shipment. Seed advancing in face of freer ginnings; will take constant buying to maintain values on account of very large interests in May and July. Traders here are recommending purchases of September and October New Orleans, believing that when May and July are transferred there will be heavy buying of Octobers at New Orleans at good premiums.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 13, 1927.—Prime cotton seed delivered Dallas, \$24.00; snaps and bollies, \$19.00@21.00, on location; crude cottonseed oil, prime, 67½c; cake and meal, 43 per cent, \$27.00; hulls, \$4.00; mill run linters, 1½@3c. Some rain and cool weather past week; clearer today; markets looking better.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 13, 1927.—Crude steady around 7c for nearby; March and forward, 7½c Valley basis; 41 per cent meal, \$30.00; and loose hulls, \$4.50 bid and \$5.00 asked, Memphis.

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Logical Cottonseed Oil Market Is In New Orleans

Assure your future requirements by buying contracts there.

Protect yourself by using it for your hedges.

Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee
for information

Friday, January 7, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked
Spot			850 a	
Jan.	1400	860 850	845 a	855
Feb.			843 a	850
Mar.	5300	872 850	847 a	850
April	200	868 868	850 a	860
May	5700	885 860	860 a	861
June	900	887 877	865 a	872
July	11100	900 874	874 a	
Aug.	400	912 898	880 a	890

Total Sales, including switches, 25,000 bbls. P. Crude S. E. 6 3/4 Bid.

Saturday, January 8, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked
Spot			850 a	
Jan.			840 a	850
Feb.			843 a	850
Mar.	700	850 848	847 a	850
April			850 a	862
May	1100	863 860	860 a	
June			865 a	873
July	5100	877 871	875 a	871
Aug.			883 a	887

THE EDWARD FLASH CO.

29 BROADWAY
NEW YORK CITY

BROKERS EXCLUSIVELY VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil COTTON OIL FUTURES

On the New York Produce Exchange

Total Sales, including switches, 6,900 bbls. P. Crude S. E. 6 3/4 Bid.

Monday, January 10, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked
Spot			865 a	
Jan.			860 a	865
Feb.			860 a	870
Mar.	700	861 854	865 a	870
April			870 a	875
May	2700	878 855	877 a	880
June			882 a	890
July	8300	894 873	894 a	
Aug.	760	900 900	908 a	910

Total Sales, including switches, 12,400 bbls. P. Crude S. E. 6 3/4@7c.

Tuesday, January 11, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked
Spot			865 a	
Jan.	400	880 869	869 a	
Feb.			862 a	870
Mar.	4000	883 867	870 a	
April	100	890 890	870 a	880
May	6400	896 880	881 a	
June			882 a	891
July	8800	908 894	895 a	
Aug.	700	922 904	904 a	907

Total Sales, including switches, 20,400 bbls. P. Crude S. E. 7c Sales.

Wednesday, January 12, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked
Spot			880 a	
Jan.	100	873 873	875 a	880
Feb.			870 a	880
Mar.	1000	883 879	879 a	
April			880 a	890
May	5000	898 886	893 a	
June	100	902 902	900 a	905
July	7300	912 903	908 a	909
Aug.	300	922 919	921 a	919

Total Sales, including switches, 13,800 bbls. P. Crude S. E. 7c Sales.

Thursday, January 13, 1927.

	—Range—		—Closing—	
	High.	Low.	Bid.	Asked
Spot	880	880	880 a	
Jan.	889	885	885 a	
Feb.	873	873	875 a	882
Mar.	888	880	880 a	
April			885 a	893
May	895	885	891 a	
June			898 a	908
July	912	902	902 a	
Aug.			910 a	915

SEE PAGE 47 FOR LATER MARKETS.

COCONUT OIL—The market was extremely quiet with buyers holding off but with producers firm owing to steadiness in tallow and other competitive directions. At New York coconut oil tanks quoted at 8 3/4@8 1/2c, while at the Pacific coast tanks held at 8c.

SOYA BEAN OIL—A better demand developed and with uncertainty of conditions in the Orient the market was stronger with sales at the Pacific coast of Jan. to March tanks at 9 1/2c. At New York barrels quoted at 12 1/4c. At the Pacific coast spot tanks quoted at 9 1/2 and future tanks at 9 3/4c.

PALM OIL—Improvement in demand and betterment in tallow made for a

stronger tone in this market, particularly in shipment oils. At New York Nigre spot casks quoted at 7 1/2c; shipment, 7.20; lagos spot casks, 8 1/2c; and shipment, 7.85c.

PALM KERNEL OIL—The market was quiet and practically unchanged with buyers holding off. The European market was reported strong. At New York spot tanks quoted at 8 3/4c; spot casks, 9 1/4c; and shipment casks, 8 7/8c.

CORN OIL—The market was quiet but steady with No. 3 acid quoted at 6 7/8c bid and 7c asked.

COTTONSEED SOAP STOCKS—The market was firmer with New York spot quoted at 1 5/8@1 3/4c; middle west spot, 1 1/2c; and futures, 1 5/8@1 3/4c.

OLIVE OIL FOOTS—The market was steady but dull with spot New York quoted at 9 3/4 and future shipments held at 9c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Little or nothing heard on spot oil New York. Southeast crude, 7c sales and bid; Valley, 7c asked; Texas, 6 3/4c nominal.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 12, 1927.—latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of about 1,600 lbs., 8 7/8c lb.; olive oil foots, 10@10 1/4c lb.

East India Cochin cocoanut oil, 15 1/4c lb.; Cochin grade cocoanut oil, domestic, 10 3/4c lb.; Ceylon grade cocoanut oil, 10 1/4c lb.

Prime summer yellow cottonseed oil, 9 3/4@10c lb.; raw linseed oil, 10.9c lb.

Extra tallow, f.o.b. seller's plant, 7 3/4c lb.; dynamite glycerine, nom., 28c lb.; chemically pure glycerine, nom., 30c lb.; saponified glycerine, nom., 21c lb.; crude soap glycerine, nom., 19c lb.; prime packers grease, nom., 6 1/4c lb.

CANADIAN MEAT IMPORTS.

Imports of meats and lard into Canada, during 1926, are compiled by the External Trade Branch of the Department of Trade and Commerce, Dominion Bureau of Statistics, Canada, and announced by the U. S. Department of Commerce with comparisons as follows:

	12 months, Nov., 1926.	12 months, Nov., 1925.
Beef, fresh, chilled or frozen lbs.	197,152	157,075
Mutton and lamb, fresh, chilled or frozen, lbs.	1,482,030	1,316,256
Pork, fresh, chilled or frozen, lbs.	4,119,046	7,312,646
Other meats, fresh, chilled or frozen, lbs.	85,618	61,473
Bacon and hams, shoulders and sides, cured, lbs.	1,398,706	1,203,250
Beef, pickled in barrels, lbs.	130,962	233,190
Dried or smoked meats, nop., lbs.	103,086	66,788
Pork, barreled in brine, lbs.	8,732,756	6,377,935
Pork, dry-salted, lbs.	2,106,779	1,501,301
Sausage, lbs.	385,976	334,458
Other meats, salted, nop., lbs.	38,578	24,335
Lard, lbs.	2,952,027	3,363,040
Lard compounds, lbs.	1,052,253	1,153,975

BETTER CARE OF LIVESTOCK.

Better care of animals in transit is reported by the U. S. Bureau of Animal Industry during the fiscal year 1926, compared with the two years previous. Under the 28-hour law, the confinement of animals in cars longer than 28 hours without feed, water, and rest is prohibited. During the past years there were but 227 cases of alleged violation of this law, compared with 402 during the preceding year and nearly 700 cases in 1924.

The Procter & Gamble Co. Refiners of all Grades of COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borena, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened)

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PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

Cocoanut Oil

White Clover Cooking Oil
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Jersey Butter Oil
Moonstar Cocoanut Oil

General Offices:

CINCINNATI, OHIO
Cable Address: "Procter"

The New Expeller—

This new R. B. Expeller is the simplest, strongest and most economical expeller press ever constructed

It was thoroughly tested for more than two years before being offered to the Meat Packing Industry. Some of the many advantages are:

Greater capacity of cracklings produced, containing on an average of 7% fat.

Expeller fitted with Roller Bearings throughout, Main Bearings operating in an oil bath.

A choke, which can be regulated while machine is in operation, used in place of cone point.

Forced feed mechanism, which forces the material to the worm, avoiding loss in capacity when cracklings are cooked a little too moist. This mechanism insures continuous feed from the Tempering Apparatus to the Expeller.

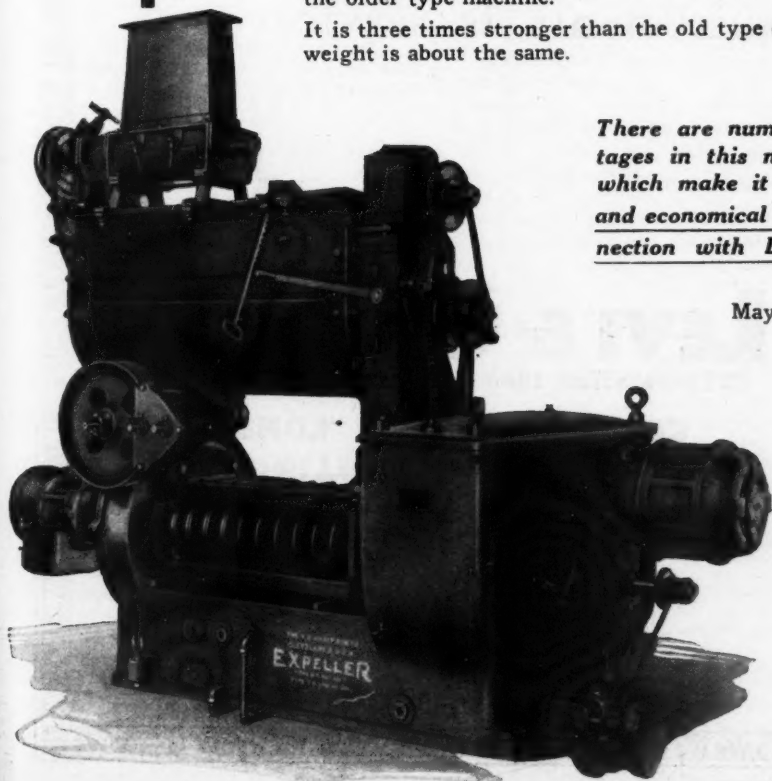
A magnet placed in the machine for removing any iron which might be in the cracklings.

Every part can be removed in one quarter the time required on the older type machine.

It is three times stronger than the old type expeller and still the weight is about the same.

There are numerous other advantages in this new R. B. Expeller which make it the most practical and economical press to use in connection with DRY RENDERING.

May we send you complete details?



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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

PROVISIONS.

Provisions irregular, becoming firmer latter part of week, due to better hog market, and snowstorm in west, which is expected to reduce receipts for few days. Cash demand limited and meat demand less active. Government hog report construed slightly bearish.

COTTONSEED OIL.

Cotton oil active, barely steady, reacting moderately from highs with quieter outside demand, scattered selling and realizing, and increased local pressure. Cash trade slow at New York but crude oil firm at 7c, southeast and Valley, 6½c bid, Texas.

Quotations on cottonseed oil at Friday noon were: January, \$8.75@8.83; February, \$8.65@8.80; March, \$8.70@8.72; April, \$8.70@8.82; May, \$8.83; June, \$8.85@8.93; July, \$8.98; August, \$9.06@9.10.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, oleo, 9½c.

Hull Oil Market.

Hull, England, Jan. 14, 1927.—(By Cable)—Refined cottonseed oil, 36s 9d; crude cottonseed oil, 32s 6d.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 14, 1927.—Spot lard at New York. Prime western, \$13.00@13.10; middle western, \$12.85@12.95; city, \$12.62½; refined continent, \$13.50; South American, \$14.50; Brazil kegs, \$15.50; compound, \$12.25.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Jan. 14, 1927, show exports from that country were as follows: To England, 124,348 quarters; to the Continent, 45,431 quarters; others none.

Exports for the previous week were as follows: To England, 104,653 quarters; to the Continent, 19,051 quarters; others, none.

IRELAND HAS NEW MEAT PLANT.

European reports bring the news that the Waterford Co-operative Meat Factory has just erected a large modern meat factory in Waterford, Ireland. The plant was installed for cooling-down purposes and its factory capacity is 1,000 hogs a week, or 50,000 a year. Products such as bone and blood meal will be manufactured and arrangements are now under way for the handling of cattle.

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending Jan. 8, 1927, amounted to 3,627 metric tons, according to cable advices to the U. S. Department of Commerce. Of this amount, 3,572 metric tons went to England.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Jan. 8, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,470	9,364	8,691	12,787
New York.....	3,108	2,353		26,980
Central Union.....	1,083	2,716	18,885	5,848
Total.....	7,661	14,433	27,576	45,615
Previous week.....	8,261	10,315	24,294	37,407
Two weeks ago.....	8,867	12,847	27,660	53,694

TRADE GLEANINGS.

Arthur Lumsden is opening a new slaughter house and wholesale meat business in Petaluma, Cal.

Announcement has been made that Libby, McNeill & Libby are planning a new plant at Portland, Ore. Ample floor space and modern equipment will make the plant one of the largest and best equipped of its kind in the West.

John Morrell & Co. will enlarge their plant at Sioux Falls, S. D., with one new six-story building and two smaller additions. Some of the present offices will also be remodelled. Estimated cost of the building program is about \$250,000.

The Eatmore Products Company has established a sausage factory at Wisconsin Rapids, Wis. In addition to sausage the plant will cure about 5,000 pounds of hams and bacon a week. Officers of the Eatmore company are F. J. Benkowski, president and general manager; Tony Edwards, vice-president and treasurer; and Raymond Peltier, secretary.

Construction of the new \$125,000 addition to the plant of the Luer Packing Company, Inc., Los Angeles, Cal., will soon be completed. This will give the concern additional space of 42,400 square feet. When the new building is finished the headquarters will be moved from its present location at 415 East Third street to the plant at 3026 East Vernon avenue.

At a meeting of the board of directors of the Union Stock Yards Company of Omaha, on January 10, the following officers were elected for the ensuing year: Ford E. Hovey, president; W. H. Schellberg, vice-president and general manager; M. L. Showcross, secretary and treasurer; R. J. Regan, assistant secretary and treasurer, and Roy Bernard, superintendent. Grafton Smith was elected to the board of directors in place of Lee W. Spratlen, resigned.

LIVESTOCK MARKETING.

Estimates of a decrease of 3 to 5 per cent in the movement of hogs to market during the first quarter of 1927 were made in a report on business conditions in the Middle West at the twelfth session of the Mid-West Shippers Advisory Board, held in Chicago on January 12. The movement of sheep and lambs was estimated to be definitely above that of last year, and cattle shipments are expected to decrease from 2 to 3 per cent.

Attention was also called to the problems developing out of the practice of shipping such large numbers of range cattle to arrive at market on Monday. Last October 43 to 45 per cent of the cattle shipments sent to the seven principal markets arrived on Monday, the report says. During this period receipts on other days of the week were 18 per cent on Tuesday, about 18 per cent on Wednesday, 12 to 13 per cent on Thursday, 4 to 5 per cent on Friday, and 2 per cent on Saturday.

This situation not only creates an important price problem for the producer, but a difficult situation for the packer.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Jan. 1 to Jan. 12, 14,008,341 lbs.; tallow, none; grease, 1,543,600 lbs.; stearine, 480,000 lbs.

RECEIPTS AT CENTERS.

SATURDAY, JANUARY 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	500	8,000	1,000
Kansas City.....	200	2,500	750
Omaha.....	500	8,000	.....
St. Louis.....	300	4,500	250
St. Joseph.....	100	4,000	1,000
Sioux City.....	400	10,000	100
St. Paul.....	300	2,000	800
Oklahoma City.....	200	500	.....
Fort Worth.....	500	500	.....
Denver.....	400	1,100	500
Louisville.....	100	600	.....
Wichita.....	300	1,000	100
Indianapolis.....	200	3,500	300
Pittsburgh.....	100	3,000	800
Cincinnati.....	200	1,500	100
Buffalo.....	50	3,000	1,750
Cleveland.....	200	1,100	100
Nashville.....	.....	500	.....
Toronto.....	500	100	100

MONDAY, JANUARY 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	23,000	65,000	20,000
Kansas City.....	18,000	17,000	8,000
Omaha.....	10,000	15,000	9,000
St. Louis.....	6,500	19,500	1,000
St. Joseph.....	2,600	8,500	2,000
Sioux City.....	5,500	11,000	8,000
St. Paul.....	7,500	32,000	10,000
Oklahoma City.....	1,500	1,200	.....
Fort Worth.....	2,300	1,300	300
Milwaukee.....	300	700	100
Denver.....	4,000	8,500	3,800
Louisville.....	1,000	1,300	200
Wichita.....	4,200	5,700	700
Indianapolis.....	1,100	700	300
Pittsburgh.....	1,000	6,000	4,400
Cincinnati.....	1,600	3,200	1,000
Buffalo.....	1,500	14,500	23,000
Cleveland.....	1,000	6,500	6,900
Nashville.....	200	1,000	.....
Toronto.....	4,100	1,300	1,200

TUESDAY, JANUARY 11, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	13,000	42,000	17,000
Kansas City.....	10,000	11,000	5,000
Omaha.....	6,500	15,500	7,000
St. Louis.....	4,500	14,500	8,000
St. Joseph.....	2,500	7,000	3,000
Sioux City.....	3,500	12,000	2,000
St. Paul.....	2,000	10,000	1,000
Oklahoma City.....	900	1,000	.....
Fort Worth.....	1,500	3,000	300
Milwaukee.....	1,000	2,600	1,500
Denver.....	100	1,500	200
Louisville.....	1,300	2,500	400
Wichita.....	1,000	7,000	500
Indianapolis.....	500	3,000	300
Pittsburgh.....	300	1,000	200
Cincinnati.....	200	2,000	1,500
Buffalo.....	100	1,100	.....
Cleveland.....	1,200	800	500

WEDNESDAY, JANUARY 12, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	11,000	16,000	11,000
Kansas City.....	8,500	11,500	6,000
Omaha.....	5,500	13,500	5,500
St. Louis.....	3,500	15,500	1,500
St. Joseph.....	3,000	11,000	3,500
Sioux City.....	4,500	17,500	2,000
St. Paul.....	2,000	22,000	2,500
Oklahoma City.....	1,000	1,900	.....
Fort Worth.....	500	2,500	200
Milwaukee.....	900	1,700	2,000
Denver.....	100	1,100	.....
Louisville.....	900	2,400	500
Wichita.....	1,400	7,000	800
Indianapolis.....	100	2,500	500
Pittsburgh.....	400	3,800	100
Cincinnati.....	400	2,500	1,400
Buffalo.....	400	6,500	2,300
Cleveland.....	100	1,000	.....
Nashville.....	1,900	2,100	1,200

THURSDAY, JANUARY 13, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	12,000	50,000	29,000
Kansas City.....	4,000	11,000	6,000
Omaha.....	5,000	15,500	8,500
St. Louis.....	3,000	14,000	1,800
St. Joseph.....	1,800	6,000	5,000
Sioux City.....	3,000	14,500	1,000
St. Paul.....	3,500	17,000	1,200
Oklahoma City.....	500	700	.....
Fort Worth.....	2,000	1,000	500
Milwaukee.....	800	3,000	200
Denver.....	300	1,000	400
Wichita.....	800	6,000	300
Indianapolis.....	.....	2,000	800
Pittsburgh.....	500	2,900	400
Cincinnati.....	100	1,000	1,400
Buffalo.....	250	2,000	1,600

FRIDAY, JANUARY 14, 1927.

	Cattle.	Hogs.	Sheep.
Chicago.....	4,000	25,000	8,000
Kansas City.....	800	4,000	500
Omaha.....	12,000	500	2,500
St. Louis.....	800	1,500	300
St. Joseph.....	700	5,000	2,500
Sioux City.....	1,500	13,000	1,000
St. Paul.....	1,800	15,000	1,200
Oklahoma City.....	700	500	.....
Fort Worth.....	1,900	1,100	500
Milwaukee.....	300	1,000	100
Denver.....	1,800	500	900
Indianapolis.....	500	5,000	200
Pittsburgh.....	.....	4,000	1,200
Cincinnati.....	600	2,800	200
Buffalo.....	300	4,500	6,000
Cleveland.....	400	3,000	3,000

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Jan. 13, 1927.

CATTLE—Despite increased receipts, buyers continue to scramble for weight. Bullocks that had seen a long turn on corn and scaled 1,471 and 1,620 lbs. reached \$12.25, the highest in 12 months. There were several strings of weighty steers at \$11.50@12.00 and a still larger supply of what the trade calls "counterfeits" that were wanted because of weight at \$10.25 @11.00. Kinds selling in the latter spread closed 25c lower, the recent advance of 25@50c on choice heavies having led to a readjustment on the inbetweens.

There was a raft of light steers at \$8.75 @10.50; few yearlings sold above \$11.00, although part loads that were choice but not strictly so made \$12.00, suggesting that prime offerings would bring \$13.00.

She stock sold fairly well and was largely steady, with some weakness on in-between grade yearlings as contrasted with the week's high time, that is, kinds at value to sell at \$8.50@10.00. Bulls continued scarce and strong; vealers did not change, selling largely at \$11.00@12.00, outsiders paying \$13.00@13.50, occasionally \$14.00.

HOGS—Active local demand more than offset liberal supply increase; closing values 5@10c higher than a week ago; shipping demand less active; top fluctuated between \$12.10 and \$12.25 all week, latter price highest of year; present prices around 75c lower than year ago; closing top \$12.15; bulk better grade hogs late \$11.90@12.10; spread between butchers and light lights again very narrow; most packing sows, \$10.75@11.15; bulk pigs, \$11.90@12.10.

SHEEP—Slightly increased receipts in the aggregate with slow dressed trade have had slight depressing tendency with slaughter lambs and yearling wethers closing weak to 25c below the previous Thursday, sheep ruling strong to 25c higher under good demand. The week's best lambs reached \$13.25 with top at the close at \$12.90.

Heavy lambs were eligible at \$12.00@12.25 with extreme weights at \$11.00@

11.25 and clipped lambs at \$11.00 on Wednesday. Woolled culls closed at \$9.00@9.75, with yearling wethers at \$10.00@10.75 and fat ewes at \$5.75@7.00, the best reaching \$7.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Jan. 13, 1927.

CATTLE—Fed steers and yearlings closed the week at 10@25c higher rates with the better grades showing the full advances. A few choice weighty steers suitable for shipping up more. Long fed medium weight steers scaling 1,187 lbs. topped the week's trade at \$12.10, while best yearlings made \$11.00 and heavies \$10.65.

Fat she-stock met a broad demand and prices are 25@50c higher, while cutter grades closed around 15c over a week ago. Bulls are steady to strong and vealers fully steady with tops at \$12.00.

HOGS—Trade in hogs ruled rather uneven. Most of the offerings scaling above

200 lbs. closed at 5@10c lower levels, while the lighter weights selections met a wide shipper outlet at 10@15c higher.

Underweights sold up to \$12.00 on late days, while most of the medium and heavy weights had to go at \$11.60@11.75. Packing sows are 15@25c lower, with the bulk at \$10.25@10.75.

SHEEP—Prices on fat lambs were reduced 15@25c during the week. Most of the offerings were fed westerns and Colorado pea feds that sold from \$11.75@12.35, with the week's top reaching \$12.60. Fed yearlings ranged from \$10.00@10.35.

Aged classes were relatively scarce and closing prices are around 25c higher. Best fat ewes sold up to \$6.75 and fed wethers went at \$8.00.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Jan. 13, 1927.

CATTLE—Moderate receipts prevailed this week and, although prices fluctuated slightly, the general market trended higher. However, some weakness developed on low priced she-stock today.

Compared with last Thursday, steers

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Jan. 13, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs* (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med.-ch.....	\$11.70@12.00	\$11.05@11.85	\$11.40@11.70	\$11.35@11.70	\$11.50@11.60
Med. wt. (200-250 lbs.), med.-ch.....	11.75@12.05	11.75@12.00	11.50@11.65	11.40@11.75	11.60@11.65
Lt. wt. (100-200 lbs.), com.-ch.....	11.75@12.15	11.85@12.15	11.50@11.60	11.55@12.00	11.60@11.65
Lt. lt. (130-160 lbs.), com.-ch.....	11.75@12.10	11.50@12.15	11.40@11.60	11.60@12.00	11.60@12.00
Packing sows, smooth and rough.....	10.60@11.35	9.75@10.50	10.25@10.85	10.00@10.85	10.25@10.75
Slight pigs (150 lbs. down), med.-ch.....	11.50@12.10	11.00@12.00	.....	11.50@12.00	12.00@12.25
Av. cost and wt. Wed. (pigs excluded) 11.80@228 lbs.	11.82-222 lb.	11.59-243 lb.	11.67-237 lb.	11.65-210 lb.	11.65-210 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.....	9.75@12.25	.....	8.90@10.50	9.25@10.75	.....
STEERS (1,100-1,500 LBS.):					
Choice.....	11.25@12.50	9.75@11.75	9.75@12.00	10.15@12.10	.....
Good.....	9.75@12.00	9.25@11.00	8.85@11.15	9.10@11.00	8.75@10.25
Medium.....	8.75@10.50	7.50@ 9.50	7.25@ 9.65	7.10@ 9.05	7.25@ 9.25
Common.....	6.75@ 8.75	6.25@ 7.50	5.75@ 7.25	5.50@ 7.10	6.00@ 7.25
STEERS (1,100 LBS. DOWN):					
Choice.....	12.00@13.00	11.00@12.50	11.00@12.50	11.00@12.50	.....
Good.....	10.50@12.25	9.50@11.00	9.65@11.65	9.65@11.50	9.25@11.00
Medium.....	8.50@10.50	7.50@ 9.50	7.00@ 9.85	7.00@ 9.75	7.25@ 9.50
Common.....	6.50@ 8.75	6.25@ 7.50	5.50@ 7.00	5.50@ 7.00	6.00@ 7.25
Canner and cutter.....	5.75@ 6.75	5.25@ 6.25	4.60@ 5.50	4.50@ 5.50	4.75@ 6.00
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down).....	9.75@12.50	9.00@11.50	9.10@11.75	9.00@12.00	9.00@11.00
HEIFERS:					
Good-choice (850 lbs. up).....	7.00@11.25	7.25@10.00	7.00@10.05	7.25@10.35	6.75@10.25
Common-med. (all weights).....	6.00@ 8.75	5.50@ 8.25	5.00@ 7.75	5.25@ 8.00	5.00@ 7.25
COWS:					
Good to choice.....	6.40@ 8.00	6.00@ 7.75	5.75@ 7.50	6.00@ 7.60	5.75@ 7.00
Common and medium.....	5.00@ 6.40	4.75@ 5.75	4.75@ 5.75	4.85@ 6.00	4.75@ 5.75
Canner and cutter.....	4.25@ 5.00	3.50@ 4.75	3.90@ 4.75	3.75@ 4.85	3.75@ 4.75
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	6.90@ 7.25	6.00@ 6.50	6.35@ 7.00	6.25@ 6.60	6.00@ 6.50
Good-ch. (1,800 lbs. down).....	7.00@ 7.50	6.00@ 7.00	6.35@ 7.25	6.25@ 6.75	6.25@ 6.75
Can.-med. (canner and bologna).....	5.50@ 7.00	5.00@ 6.75	4.75@ 6.35	4.75@ 6.25	5.00@ 6.00
CALVES:					
Medium to choice (milk fed. exc.)..	6.00@ 8.50	6.00@ 9.00	6.00@ 8.50	6.00@ 8.50	6.00@ 7.75
Cull-common.....	3.00@ 6.00	4.75@ 6.00	4.50@ 6.00	4.50@ 6.00	4.50@ 6.00
VEALERS:					
Medium to choice.....	10.50@13.50	9.00@14.25	8.00@11.00	7.50@12.50	8.00@11.75
Cull-common.....	6.50@10.50	4.50@ 9.00	5.00@ 8.00	4.50@ 7.00	5.25@ 8.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)...	10.75@12.90	10.25@12.75	10.25@12.40	10.50@12.35	10.00@12.40
Lambs, med.-ch. (92 lbs. up).....	8.75@12.65	.....	.....	.....	.....
Lambs, cull-com. (all weights).....	8.75@10.75	8.00@10.25	8.00@10.25	7.75@10.50	7.75@10.00
Yearling wethers, medium to choice...	8.75@10.75	7.50@10.25	7.50@10.25	7.50@10.25	.....
Ewes, common to choice.....	5.00@ 7.50	3.50@ 6.50	4.25@ 6.75	4.00@ 6.75	4.00@ 6.75
Ewes, canners and cull.....	1.75@ 5.00	1.50@ 3.50	1.50@ 4.25	1.50@ 4.00	2.00@ 4.00

*The top and bulk prices of hogs will not be reported by the Department of Agriculture in the future

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sold steady to strong; mixed yearlings and heifers, strong to 25c higher; best beef cows, 25c lower; common and medium cows and medium bulls, shade lower; vealers, 50c lower.

Tops for week: Yearlings, \$11.00; matured steers, \$10.75; mixed yearlings, \$10.50; heifers, \$9.50. Bulks: Steers, \$8.00 @9.75; fat mixed yearlings and heifers, \$8.50 @10.25; cows, \$5.25 @6.00; low cutters, \$3.65 @3.90.

HOGS—With receipts nearly 15 per cent heavier this week than last the market weakened 10 @20c on butcher hogs but remained fairly steady on light lights and pigs. Packing sows broke sharply at mid-week and current prices are fully 75c under a week ago. The demand has been exceptionally good from shippers in this market, and limited supplies of light hogs found ready sales.

Top today was \$12.15 against \$12.35 last Thursday. Bulk 160-190 lb. weights, \$12.10 @12.15 today; 200 @220 lb. weights, \$11.90 @12.00; weightier kinds, \$11.85 @11.90; light lights, \$12.00 @12.15; good pigs, \$11.25 @12.00; packing sows mostly \$10.25 down.

SHEEP—Weakened demand for fat lambs with today's prices mostly 15 @25c under last Thursday and a steady market for older stock featured the sheep trade. Fat lambs today topped at \$12.75 to outsiders; \$12.60 to packers.

Bulk westerns, \$12.50; natives, \$12.25; fat yearlings, \$10.00; aged wethers, \$8.25; best fat ewes, \$6.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Jan. 13, 1927.

CATTLE—An uneven distribution of supplies throughout the period resulted in an irregular trade on killing cattle. Compared with a week ago, strong weight steers show a touch of betterment as do the better grades of killing she stock, while other grades are steady to weak.

Top on yearlings reached \$11.50, me-

dium weight steers, \$10.50; bulk fed steers and yearlings, \$8.25 @10.00; top fed heifers, \$9.50. Bulls are weak to 25c lower; veals steady.

HOGS—Expansion of receipts here and at other leading centers has been the outstanding feature in the hog trade. While there have been fluctuations in the market from day to day the ups and downs for the period just about balance on butchers and lights, while packing grades worked lower, decline figuring 25 @40c.

Thursday's bulk of 160-200 lb. lights ranged \$11.50 @11.60; 200-300 lb. butchers, \$11.60 @11.65; top, \$11.70; packing sows, \$10.50 @10.75; stags, \$10.00 @10.25.

SHEEP—Heavy liquidation of lambs at Eastern market centers on Monday and Thursday resulted in a break in prices, while on other days there appeared strength and part of the weakness on those days was recovered. A comparison of prices Thursday with Thursday shows lamb prices 25 @35c lower, with closing bulk of fed woolled lambs \$12.25 @12.40; top, \$12.40.

Fat sheep have met with a ready sale throughout the period with a new advance of 10 @15c recorded for the period. Bulk of the desirable weight fat ewes have sold \$6.25 @6.50; top, \$6.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Jan. 11, 1927.

CATTLE—Cattle receipts for two days this week around 5,600 and included a good showing of beef steers and yearlings. For such classes the market is strong to 25c higher. Top steers averaging 1,489 lbs. sold at \$11.35, some 1,285 lb. weights brought \$10.50 and bulk of all sales ranged \$8.75 @10.00. Mixed yearlings ranged \$8.25 @9.75. Butcher stock steady to 15c lower.

Choice cows sold up to \$7.50, most medium to good grades \$5.25 @6.50, and canners and cutters \$4.00 @4.75. Heifers

in load lots ranged up to \$9.40, with bulk of sales \$6.50 @8.50.

Choice bulls sold up to \$7.25, with bulk of bolognas \$6.00 @6.75.

Calves unchanged, top veals \$12.00.

HOGS—Hog receipts for two days around 14,000. Monday's market 10 @25c lower. Tuesday active and 10 @15c higher, with the top at \$11.80 and bulk of sales \$11.65 @11.75. Packing sows \$10.25 @11.00.

SHEEP—Though sheep receipts were light, there was a weak tone to the lamb trade and values are around 25c lower for the week. Fed lambs sold \$12.30 @12.40, and drive-in natives \$11.50 @12.00. Feeder lambs strong, with several loads at \$12.50. Aged sheep strong to 25c higher, best ewes \$6.75.

ST. PAUL.

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Jan. 12, 1927.

CATTLE—The more desirable shortfed steers and yearlings have worked upward mostly 25c, spots more since a week ago. She stock with the exception of cutters show but little change but are carrying a strong undertone. Cutters are fully 25c higher, while bulls look steady to weak.

Best heavy steers cashed at \$9.65, others at \$9.35, while best shortfed medium-weights sold at \$9.25. Numerous loads cashed at \$8.00 @8.75, with several less desirable loads from \$7.00 @7.85. Low grade kinds sold sparingly below \$6.75. Cows brought up to \$6.50 in load lots, best heifers around \$8.50, bulk of she stuff \$5.00 @7.00.

Cutters sold at \$4.00 @4.50 largely with most medium bulls \$5.00 to \$6.25, good

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heavies \$6.50. Vealers mostly 25c lower, bulk good lights \$11.25, choice \$11.50.

HOGS—Good butcher hogs look mostly 10 to 15c higher, while pigs have advanced around 50c. Bulk of butchers and lights sold at \$11.70, some sorted 160 to 180 lb. weights to shippers \$11.75. Packing sows sold at \$10.50@10.75, with bulk of desirable pigs \$12.25.

Fat lambs were discounted 15 to 25c, ewes remaining about steady. Fed western lambs sold upward to \$12.60, with natives around \$12.00. Ewes were scarce and sold at \$5.00@6.25.

SIoux CITY.

(Special Letter to The National Provisioner.)
Sioux City, Ia., Jan. 12, 1927.

CATTLE—Cattle receipts are running moderately liberal for the season of the year, 5,000 here for today making a total of 13,500 for the expired half week. Supplies are running largely to short fed grades of offerings but demand has been holding well and prices have maintained steady level, although showing some inclination to weakness today.

The weakness did not amount to any material decline and the market is quoted steady on all grades with bulk of steers selling in a range of \$8.00@9.50, a few higher with four-months fed, 1,417 lb. averages today, \$10.40. Common grades down to around \$7.00 but with feeder trade buying some of the warmed ups at \$7.25@7.75.

Bulk of she stock \$5.50@7.25, fat corned heifers up to \$9.00, canners and cutters \$3.50@4.50, veals at \$11.00 for top. Bulk of stock cattle, \$6.00@7.00.

HOGS—Receipts of 16,000 hogs for today met with good demand and prices ruled steady to strong. The half week total of hogs is 38,000. Best light weights sold up to \$11.80 and bulk of good quality of all weights sold in narrow range of \$11.60@11.70, some unfinished light weights at \$11.25@11.50. Sows, \$10.50@11.25; native pigs, \$10.00@11.50; westerns, \$11.00@12.00.

SHEEP—Sheep and lambs were around steady with late market of yesterday with best lambs sold at \$11.60, although there was \$11.75 top yesterday. Best ewes quotable at \$6.75.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending January 5, 1927, with comparisons:

BUTCHER STEERS.

	Week ended Jan. 6.	Previous week.	Same week, 1926.
Toronto	\$ 7.55	\$ 7.75	\$ 8.50
Montreal (W)	6.90	7.75	7.75
Montreal (E)	6.90	7.75	7.75
Winnipeg	6.50	6.00	7.00
Calgary	6.25	5.85	7.05
Edmonton	6.50	5.25	7.00

SELECT BACON HOGS.

	Week ended Jan. 6.	Previous week.	Same week, 1926.
Toronto	\$12.77	\$12.77	\$15.08
Montreal (W)	11.85	12.00	14.50
Montreal (E)	11.85	12.00	14.50
Winnipeg	11.44	11.66	13.47
Calgary	12.76	14.92	14.21
Edmonton	12.65	12.10	13.45

VEAL CALVES.

	Week ended Jan. 6.	Previous week.	Same week, 1926.
Toronto	\$14.50	\$14.00	\$14.00
Montreal (W)	12.00	11.75	12.00
Montreal (E)	12.00	11.75	12.00
Winnipeg	10.50	10.50	9.00
Calgary	6.25	6.50	6.00
Edmonton	10.00	6.00	8.00

GOOD LAMBS.

	Week ended Jan. 6.	Previous week.	Same week, 1926.
Toronto	\$13.00	\$11.50	\$15.00
Montreal (W)	10.50	10.50	11.50
Montreal (E)	10.50	10.50	11.50
Winnipeg	9.50	9.50	12.50
Calgary	10.00	10.00	12.00
Edmonton	10.50	9.25	13.00

Where are hides most frequently "scored," and what is the right practice to prevent this? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 8, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,077	19,200	18,249
Swift & Co.	6,162	6,700	23,175
Morris & Co.	2,580	4,000	9,429
Wilson & Co.	2,409	9,900	10,065
Anglo-Amer. Prov. Co.	1,484	2,000	.....
G. H. Hammond Co.	2,827	2,800	.....
Libby, McNeill & Libby	1,214	.....	.....
Brennan Packing Co., 6,800 hogs; Miller & Hart, 5,100 hogs; Independent Packing Co., 6,100 hogs; Boyd, Lunham & Co., 3,000 hogs; Western Packing & Provision Co., 8,800 hogs; Roberts & Oake, 8,300 hogs; others, 25,100 hogs.	.....	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,312	916	6,100	3,962
Cudahy Pkg. Co.	3,280	1,077	3,797	4,961
Fowler Pkg. Co.	1,151	.....	.....	.....
Morris & Co.	3,785	1,192	3,239	3,860
Swift & Co.	4,183	1,392	6,129	4,103
Wilson & Co.	4,396	824	7,950	4,146
Local butchers	635	50	2,036	.....
Total	20,751	5,190	29,251	21,032

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,910	12,237	5,215
Cudahy Pkg. Co.	4,193	11,002	6,677
Dold Pkg. Co.	1,183	5,158	.....
Morris & Co.	2,401	5,097	2,733
Swift & Co.	4,581	9,120	7,650
Eagle Pkg. Co.	22	.....	.....
Glassburg, M.	7	.....	.....
Hoffman Pkg. Co.	57	.....	.....
Mayerowich & Vail	26	.....	.....
Omaha Pkg. Co.	61	.....	.....
J. Rife Pkg. Co.	12	.....	.....
J. Roth & Sons	72	.....	.....
So. Omaha Pkg. Co.	112	.....	.....
Glaser Prov. Co.	14	.....	.....
Lincoln Pkg. Co.	90	.....	.....
Morrell Pkg. Co.	16	.....	.....
Nagle Pkg. Co.	.....	.....	.....
Sinclair Pkg. Co.	129	.....	.....
Wilson & Co.	60	.....	.....
Kennett Murray Co.	.....	4,389	.....
J. W. Murphy Co.	.....	12,141	.....
Other hog buyers, Omaha	.....	12,648	.....
Total	16,916	71,792	22,275

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,031	544	3,700	2,596
Swift & Co.	2,685	777	6,116	4,406
Morris & Co.	1,728	397	3,827	1,353
East Side Pkg. Co.	1,775	264	7,077	.....
Others	3,068	1,401	13,841	1,870
Total	12,117	3,883	34,021	10,315

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,078	1,000	13,156	13,962
Armour & Co.	2,020	635	7,253	3,892
Morris & Co.	1,986	548	5,836	3,048
Others	1,822	187	9,437	284
Total	8,906	2,370	35,682	21,206

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,206	372	16,046	2,878
Armour & Co.	3,960	351	15,481	4,038
Swift & Co.	2,152	359	8,652	3,362
Sacks Pkg. Co.	121	18	1	.....
Smith Bros. Pkg. Co.	50	18	38	.....
Local butchers	92	11	.....	.....
Order buyers and packer shipments	1,929	70	10,714	77
Total	11,510	1,200	50,882	10,355

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,593	720	1,619	93
Wilson & Co.	1,603	593	2,388	214
Other butchers	87	.....	522	.....
Total	3,283	1,313	4,529	307

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	906	61	3,990	340
Kroger Groc. & Bak. Co.	243	102	2,654	.....
Gus Juengling	256	135	.....	11
J. & F. Schroth Pkg. Co.	20	.....	2,960	.....
H. H. Meyer Pkg. Co.	35	.....	2,220	.....
J. Hilberg & Son	354	.....	1,500	88
A. Sander Pkg. Co.	10	.....	.....	.....
Sam Gall	33	.....	295	.....
J. Schlacter's Sons	141	173	13,423	101
Wm. G. Rehn's Sons	177	31	.....	.....
Total	1,622	563	13,423	785

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,289	3,750	11,979	3,534
Kingan & Co.	1,950	1,031	17,978	807
Armour & Co.	135	7	3,011	42
Indianapolis Abt. Corp.	1,424	70	.....	70
Hilgemeyer Bros.	.....	.....	910	.....
Brown Bros.	.....	20	.....	.....
Bell Pkg. Co.	150	.....	674	.....
Schussler Pkg. Co.	.....	352	.....	.....
Riverview Pkg. Co.	9	4	247	1
Meler Pkg. Co.	101	8	307	.....
Ind. Prov. Co.	1	8	301	.....
Art Wabnitz	17	52	.....	38
Hoosier Abt. Co.	30	.....	.....	.....
Others	462	100	540	39
Total	5,789	5,059	36,299	4,531

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,621	7,771	10,965	674
U. D. B. Co., New York	17	.....	.....	.....
The Layton Co.	.....	.....	709	.....
R. Gums & Co.	150	1	80	.....
Armour & Co., Milw.	357	3,782	.....	44
Armour & Co., Chgo.	402	.....	.....	.....
N. Y. B. D. M. Co.	.....	.....	.....	.....
New York	37	.....	.....	.....
Bimber, Harrison, N. J.	.....	812	.....	.....
Corkran-Hill, Balt, Md.	.....	212	.....	.....
Cudahy Bros. Co.	.....	.....	.....	.....
Butchers	293	342	102	219
Others	150	66	21	22
Total	3,125	11,962	12,901	959

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,301	959	6,012	1,726
Dold Pkg. Co.	459	49	5,250	.....
Local butchers	197	.....	.....	.....
Total	1,957	1,008	11,562	1,726

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	921	180	3,311	744
Armour & Co.	539	165	3,537	2,865
Blayne-Murphy Co.	340	111	1,247	.....
Others	300	121	804	241
Total	2,100	527	8,900	3,850

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,848	5,942	29,890	4,095
Cudahy Pkg. Co.	449	2,351	.....	.....
Hertz & Bros.	190	16	.....	.....
Swift & Co.	5,321	8,330	44,855	6,290
United Pkg. Co.	1,562	103	.....	.....
Others	903	304	19,407	485
Total	11,582	16,446	98,712	10,820

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Jan. 8, 1927, with comparisons:

CATTLE.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	26,753	24,407	34,809
Kansas City	20,751	17,017	21,219
Omaha	16,916	16,254	22,616
St. Louis	12,117	9,817	25,958
St. Joseph	8,906	7,681	9,747
Sioux City	11,510	7,565	15,010
Oklahoma City	3,283	3,859	4,503
Indianapolis	5,789	4,694	6,497
Cincinnati	1,622	1,833	1,559
Milwaukee	3,125	2,196	.....
Wichita	1,957	1,337	2,026
Denver	2,100	774	2,951
St. Paul	11,582	9,117	11,943
Total	126,411	106,211	158,968

HOGS.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	105,900	89,400	156,000
Kansas City	29,251	17,900	28,423
Omaha	71,792	46,090	96,431
St. Louis	34,021	22,201	81,883
St. Joseph	8,682	24,344	32,941
Sioux City	59,882	48,483	109,622
Oklahoma City	4,529	4,383	4,171
Indianapolis	36,299	27,876	48,991
Cincinnati	13,423	14,372	16,094
Indianapolis	5,789	4,694	6,497
Wichita	11,562	8,094	11,564
Denver	8,600	6,732	12,020
St. Paul	93,712	63,579	112,267
Total	617,953	379,095	711,377

SHEEP.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	61,518	69,661	56,617
Kansas City	21,032	20,275	18,696
Omaha	22,275	21,896	24,860
St. Louis	10,315	7,495	10,989
St. Joseph	21,206	15,096	24,009
Sioux City	10,355	10,639	10,764
Oklahoma City	307	24,344	32,941
Indianapolis	4,531	3,868	2,304
Cincinnati	785	814	718
Milwaukee	959	590	.....
Wichita	1,726	1,101	118
Denver	3,850	5,732	1,328
St. Paul	10,820	12,598	6

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Little actual trading in the packer hide market during the week. Market firm, with offerings light, due to packers being well sold up into kill on many descriptions. More business could have been put through at last trading prices, but killers disposed to ask higher prices, especially on light native cows. Sales of only about 12,000 hides were confirmed to date during week, these being native steers and cows.

Spread native steers quiet; last trading at 16c for December stuck-throats and 15½c for koshers. About 4,000 December-January heavy native steers sold at steady price of 15½c. One packer sold car of extreme native steers at 14½c, also steady.

Butt branded steers 14½c last paid and bid, 15c asked. Colorados 14c last paid and bid, 14½c asked. Heavy Texas steers 14½c last paid and bid, 15c asked. Light Texas steers 13½c last paid and bid, 14c asked; stocks small here. Extreme light Texas steers could readily be sold at last trading price of 13c, but 13½c asked.

Heavy native cows 13½c last paid and bid; a few offered into kill at 14c. Light native cows reported in good demand at 14c; apparently none offered openly. One packer sold 7,000 Canadian cows at 14c for heavies and 14½c for lights. Branded cows last sold at 13c; more are wanted at this figure, with killers asking 13½c.

Native bulls well cleaned; last trading at 10c for November-December and 10½c for St. Paul hides. Branded bulls quiet; last trading at 8½c for northers and 9½c for southers, December take-off.

SMALL PACKER HIDES—Small packer hides inactive, due to sold up position of market. All local killers but one moved their January productions at steady price of 13c for all-weight native steers and cows and 12½c for branded; one packer understood to have moved February also. Market firm, especially on light end; 25-45 lb. hides are talked considerably higher on resale basis. Native bulls quoted nominally at 9@9½c and branded bulls at 7@7½c, based on last trading on November-December hides.

COUNTRY HIDES—Country hides are firm, especially extremes which are offered rather sparingly. Good free-of-grub all-weights, around 47 lb. average, could be sold at 12c. Heavy steers quoted around 11½c; heavy cows have sold at 11c for choice hides, with others moving at 10½c, and these figures now asked.

Some good buff weights, free of grubs, have recently sold at 12c but tanners do not seem inclined to pay this figure for further lots offered. Extremes continue in good demand; 25-45 lb. weights 14½c paid and asked; 25-50 lb. weights 14c paid; some choice free-of-grub 25-45 lb. hides, dating prior to November, offered at 15c. Bulls 8@8½c, selected, asked. All-weight western branded quoted at 10c, Chicago freight.

CALFSKINS—Packer calfskins active and firm. Late last week one packer sold 7,000 December skins, and another 4,000 December at 18½c basis for northers. Later another packer moved around 30,000 at 18½c for December northers; less than ten per cent of these reported to be southern, which brought 1c under, as usual. As previously reported, one packer sold a few cars of December skins for export last week at 19c.

First salted Chicago city calfskins firm and last sold at 17½c; asking 18c. Outside city skins quoted at 16½@17c. Resalted lots priced at 14½@16c, according

to condition. Straight countries quoted around 14c.

KIPSKINS—Packer kips quiet; last trading on December kips at 18c for natives, 16½c for northern over-weights and 15½c for southers, branded 14c. Some understood available at these figures, others asking ½c higher.

First salted Chicago city kips firm and 17c asked. Outside city kips 16@16½c asked. Resalted lots priced at 14@15½c, selected. Straight countries quoted at 13½@14c.

Packer regular slunks quiet and quoted at \$1.25, nominally. Hairless slunks last sold at 85c, flat, for No. 1's and 2's.

HORSEHIDES—Market steady. Choice renderers, with full heads and shanks, \$5.50@5.75 asked. Good mixed lots selling around \$5.00. Ordinary northern country lots priced at \$4.50@4.75.

SHEEPSKINS—Dry pelts quoted at 21@23c per lb., according to section. Packer shearlings continue quiet, as expected at this season. Last sales at \$1.15 and \$1.20 for mostly No. 1's, sold as straight run, and \$1.05 for a car last week containing good percentage of No. 2's.

Pickled skins quiet and quoted nominally at \$7.00 per dozen for big packer straight run of lambs, based on last confirmed trading at \$7.00@7.25. Packer wool lambs \$3.00 paid at Chicago this week; sales at New York on 15th expected to bring slightly higher figure, up to \$3.25 being talked.

PIGSKINS—No. 1 pigskin strips moderately active; two cars sold for April shipment at 7½c basis Chicago freight. Gelatine stocks held at 5c, with best bid 4½c; packers reported becoming discouraged with bids and turning more to production of No. 1 strips for tanning.

New York.

PACKER HIDES—City packer hides considered strong. There was general clean-up of spreadies, about five or six cars moving at 16c for November-December koshers, this being ½c over last previous sale. This about cleaned up December stocks on all descriptions. Last trading in December kosher native steers was at 15½c, Colorados at 14c and butts at 14½c. Good inquiries reported for January hides and killers expected to ask full western market.

COUNTRY HIDES—Some improvement reported in demand for country hides but tanners not inclined to pay advances asked except where necessary to buy for prompt delivery. Light offerings restricting business. Heavy steers and cows quoted around 11c. Buff generally 12c asked for good hides. Extremes in good demand and 25-45 lb. generally quoted at 14½c, 25-50 lb. 14c, some asking higher. Bulls priced around 7@7½c.

CALFSKINS—New York city calfskins reported steady. The 5-7's are held generally at \$1.90, 7-9's at \$2.00 and 9-12's at \$2.60, with last trading on light skins around 5c under. Last sales of 17-lb and up at \$4.00. Green skins a shade stronger, with an advance of 1c to butchers on all grades.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for week ending Jan. 8, 1927, 6,042,000 lbs.; previous week, 4,303,000 lbs.; same week, 1926, 3,593,000 lbs.

Shipments of hides from Chicago for week ending Jan. 8, 1927, 5,435,000 lbs.; previous week, 5,255,000 lbs.; same week, 1926, 5,906,000 lbs.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Jan. 8, 1927:

CATTLE.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	28,753	24,407	84,800
Kansas City	25,911	20,901	26,800
Omaha	18,104	17,655	20,600
East St. Louis	12,117	9,817	13,870
St. Joseph	9,371	7,256	9,230
St. Louis	9,721	7,259	10,540
Cudahy	1,031	472	818
Port Worth	5,264	5,371	10,304
Philadelphia	2,303	2,000	2,307
Indianapolis	4,913	5,951	5,912
Boston	1,602	1,463	2,100
New York and Jersey City	9,956	9,359	10,279
Oklahoma City	4,590	4,008	6,580
Total	129,542	114,728	154,436

HOGS.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	105,900	89,400	156,000
Kansas City	29,251	18,037	28,423
Omaha	40,544	32,510	52,504
East St. Louis	34,621	22,201	39,351
St. Joseph	26,416	18,004	31,390
St. Louis	33,755	30,500	55,119
Cudahy	11,540	6,678	20,576
Port Worth	5,607	5,647	9,018
Philadelphia	21,248	14,445	21,408
Indianapolis	33,228	23,170	37,401
Boston	16,150	18,194	25,585
New York and Jersey City	56,297	45,528	59,000
Oklahoma City	4,529	4,383	4,171
Total	418,895	325,306	534,674

SHEEP.

	Week ending Jan. 8.	Prev. week.	Cor. week, 1926.
Chicago	61,518	60,061	56,617
Kansas City	21,063	20,275	18,000
Omaha	21,155	20,481	39,067
East St. Louis	113,115	7,405	18,431
St. Joseph	20,922	14,528	25,851
St. Louis	10,184	10,069	8,807
Cudahy	2,705	268	261
Port Worth	2,705	302	1,455
Philadelphia	4,781	3,642	2,197
Indianapolis	1,185	682	877
Boston	5,215	2,787	6,195
New York and Jersey City	50,941	41,177	47,067
Oklahoma City	507	544	21
Total	319,251	182,702	200,342

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending January 15, 1927, with comparisons, are reported as follows:

PACKER HIDES			
	Week ending Jan. 15, '27.	Week ending Jan. 8, '27.	Cor. week, 1926.
Spread native steers	@16	@16	@16½
Heavy native steers	@15½	@15½	@15½
Heavy Texas steers	14½ b 15ax	@14½	@15
Heavy butt branded steers	14½ b 15ax	@14½	@15
Heavy Colorado steers	14 b 14½ax	@14	@14
Ex-light Texas steers	13 b 13½ax	@13	@12½
Branded cows	12 b 12½ax	@12	@12½
Heavy native cows	13½ b 14ax	@13½	@13½
Light native cows	14 @14½	@14	@13½
Native bulls	10 @10½	@10	@11½
Branded bulls	8½ @9½	@8½	@9
Calfskins	18nor17sou 18½@19	@18½	@19
Kips	18 nor17 sou 18½@19	@18½	@19
Kips, overwt. 16½nor15sou 16½@17½	@16½	@17½	@17½
Kips, branded	@14	@14	@14½
Slunks, regular	@1.20n	@1.25	@1.00
Slunks, hairless	@.85	@.85	@.80
Light, Native Butts, Colorado and Texas steers	1c per lb. less than heavies.		

CITY AND SMALL PACKERS.

	Week ending Jan. 15, '27.	Week ending Jan. 8, '27.	Cor. week, 1926.
Natives, all weights	@13	@13	@13½
Branded hds	@12½	@12½	@12½
Bulls, native	9 @9½n	9 @9½	10½@11
Branded bulls	7 @7½n	7 @7½	@11½
Calfskins	17½@18	@17½	@18½n
Kips	@17ax	@17ax	@15½n
Slunks, regular	@1.00n	@1.00n	@1.00
Slunks, hairless	@.85	@.85	@.80
No. 1	50 @.00n	50 @.00n	@.40

COUNTRY HIDES.

	Week ending Jan. 15, '27.	Week ending Jan. 8, '27.	Cor. week, 1926.
Heavy steers	@11½	11½@11	12 @12½
Heavy cows	10½@11	11 @11½ax	11 @11½
Butts	11½@12	@12	11½@12
Extremes	14 @14½	13½@14½	13½@14
Bulls	8 @8½	8 @8½ax	8½@9
Calfskins	@14	@14	15 @16
Kips	13½@14	@14	14 @15
Light calf	@1.10	1.00@1.10	1.00@1.10
Deacons	@1.10	1.00@1.10	1.00@1.10
Slunks, regular	.60 @.70	.60 @.70	.90 @1.00
Slunks, hairless	.15 @.25	.15 @.25	.30 @.40
Horsehides	4.50@5.75	4.25@5.50	4.50@5.00
Hogskins	.35 @.40	.35 @.40	.25 @.30

SHEEPSKINS.

	Week ending Jan. 15, '27.	Week ending Jan. 8, '27.	Cor. week, 1926.
Packer lambs	1.75@2.25	1.75@2.25	2.25@3.00
Pkr. shearings	1.05@1.20	1.05@1.20	1.40@1.65
Dry pelts	.21 @.23	.21 @.23	.28 @.35

ICE AND REFRIGERATION

ICE NOTES.

The Borden Milk Co. at Starkville, Miss., is planning a new cold storage addition to their plant.

Announcement has been made of the consolidation of several of the largest cold storage companies of Philadelphia, Pa., into one operating unit, the Quaker City Cold Storage Company. Horace P. Ser-rill, who for many years has been head of the Quaker City Cold Storage Com-pany, remains president and operating manager of the new firm.

The cold storage plant operated by the French-Canadian Cold Storage Co. at St. Pierre Mequelon off the coast of New-foundland, will be rented or sold, accord-ing to an announcement of the Department

of Public Works, Paris, present owners of the plant.

Plans are on foot for the building of a seven story addition to the present Fed-eral Cold Storage warehouse, Los Angeles, Cal. The new building will add 3,200,000 cubic feet of warehouse space to the pres-ent plant, making it one of the largest cold storage warehouses on the Pacific coast.

The Long Beach Terminal Co., Long Beach, Cal., will erect a six story cold storage and ice building which will pro-vide 80,000 square feet, additional storage space.

Announcement is made that E. C. Erick-son has succeeded D. P. Kennedy as man-ager of the Central Cold Storage Co., Chi-cago.

M. F. McClaren, E. B. Walkeal, and M. E. McCarlen are incorporators of the

Polar Ice & Cold Storage Co., Tampa, Fla., with capital stock of \$200,000.

A cold storage plant, with a capacity for 3,400 tons of frozen meat has recently been opened at Trieste by the recently formed shipping company, the Societa Navigazione Libera Triestina.

Directors announce that the Producers Cold Storage Co. of Chillicothe, Mo., will hereafter be known as the Producers Pro-duce Co.

COLD STORAGE IN RUSSIA.

The five years' plan of cold storage construction in Russia has been approved by the People's Trading Committee. The plan provides for the construction of 222 cold storage plants throughout the coun-try, with capacity for 114,000 tons. The cost will probably be about 97,000,000 rubles.

ARMOUR FINANCIAL REPORT.

(Continued from page 28.)

The following consolidated balance sheet of October 30, 1926, covers the financial position of Armour and Company, includ-ing Armour and Company of Delaware, The North American Provision Company, and subsidiaries:

ASSETS.	
Current Assets:	
Cash	\$ 11,683,883.61
Accounts Receivable..	53,798,260.50
Notes Receivable.....	12,893,646.81
Inventories of Mer- chandise (less \$12, 341,764.97 Dra fts drawn against For- eign Consignments). *	122,199,062.17
Marketable Securities at estimated realis- able values	9,410,045.62
	\$209,984,898.71
Investment Stocks, Bonds and Advances.....	29,886,608.10
Properties:	
Land, Buildings, Ma- chinery and Fixed Equipment	\$207,052,129.33
Refrigerator Cars, De- livery Equipment, Tools, etc.....	17,062,802.35
Franchises and Lease- holds	1,057,085.48
	226,972,017.16
Deferred Charges, includ- ing Unamortized Dis- count	14,981,093.84
	\$481,824,617.81

*Packing house products at market values less allow-
ance for selling expenses. Other products and sup-
plies at cost or market, whichever is lower.

LIABILITIES.

Current Liabilities:	
Notes Payable	\$ 29,664,200.00
Acceptances Payable..	8,848,840.04
Accounts Payable.....	15,376,961.95
	\$ 53,889,401.99
Gold Notes:	
Morris & Company— 7½%, due in 1930..	12,750,000.00
First Mortgage Gold Bonds:	
Illinois Company— 4½%, due in 1939..	\$ 50,000,000.00
Delaware Company— 5½%, Guaranteed, due in 1943.....	60,000,000.00
Morris & Company— 4½%, due in 1939..	16,101,000.00
	126,101,000.00
Reserve for Contingencies Minority Stockholders Equity in Common Stock and Surplus of controlled companies herein consolidated..	1,564,139.02
Guaranteed 7% Cumula- tive Preferred Stock Issued:	
Delaware Company....	\$ 63,566,900.00
The North American Provision Company..	8,600,000.00
	72,166,900.00
7% Cumulative Preferred Stock Issued— Illi- nois Company.....	50,298,400.00
Common Stock Issued— Illinois Company: (Par Value \$25.00 per share)	
Class "A".....	\$ 50,000,000.00
Class "B".....	50,000,000.00
	100,000,000.00
Surplus	55,054,776.80
	\$481,824,617.81

Bloom's Systems of Brine Spray Refrigeration

Combine skill in application with long experience in the field.
Designed to meet any requirement or structural condition.
Insure results according to schedule.

Unequalled for Quick Chilling

Write for further information on

Brine Spray Refrigeration
Hilger No-Freeze-Back Valves
Hilger 3-Way Ammonia Valves
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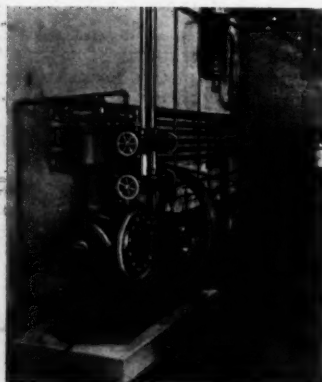
Air Conditioning Systems
Humidifying and Drying
Cooling and Ventilation
Summer Sausage Drying

S. C. BLOOM & COMPANY

Refrigeration and Air Conditioning Equipment Engineers—Manufacturers—Contractors

Monadnock Block

Chicago, Illinois



Typical installation of Frick
Enclosed Belt Driven
Refrigerating Machine.



Refrigerating Machines

All sizes, all types, for
Packers, Meat Markets,
dairies, cold storage plants,
ice cream plants, hotels,
office buildings, etc.

Bulletins on request

Frick Company
WAYNESBORO, VIRGINIA

Delaware Company Statement.

The consolidated balance sheet of the Delaware Company, including the North American Provision Company and subsidiaries, follows:

ASSETS.	
Current Assets:	
Cash	\$ 3,943,399.87
Accounts Receivable ..	24,439,545.62
Notes Receivable	12,053,108.18
Inventories of Merchandise (less \$4-191,704.97 Drafts drawn against Foreign Consignments) ..	76,297,889.13
Marketable Securities at estimated realizable values	9,410,045.62
	126,143,983.42
Investment Stocks, Bonds and Advances	20,793,265.81
Properties:	
Land, Buildings, Machinery and Fixed Equipment	\$128,424,495.30
Refrigerator Cars, Delivery Equipment, Tools, etc.	4,806,972.57
Franchises and Leaseholds	1,982,240.43
	135,273,708.30
Deferred Charges, including Unamortized Discount	12,106,955.03
	<u>\$294,377,912.56</u>
LIABILITIES.	
Current Liabilities:	
Notes Payable (including \$18,150,371.21 due Armour and Company, Illinois) ..	\$ 20,600,371.21
Acceptances Payable ..	7,941,847.19
Accounts Payable	7,484,031.98
	\$ 36,026,250.38
Gold Notes:	
Morris & Company — 7½%, due in 1930 ..	12,750,000.00
First Mortgage Gold Bonds:	
Delaware Company — 5½%, Guaranteed, due in 1948	\$ 60,000,000.00
Morris & Company — 4½%, due in 1939 ..	16,101,000.00
	76,101,000.00
Minority Stockholders' Equity in Common Stock and Surplus of controlled companies herein consolidated ..	1,562,678.92
Guaranteed 7% Cumulative Preferred Stock Issued:	
Delaware Company	\$ 63,506,900.00
The North American Provision Company ..	8,600,000.00
	72,166,900.00
Common Stock Issued: (all owned by Armour and Company, an Illinois Corp.)	60,000,000.00
Surplus	35,771,083.26
	<u>\$294,377,912.56</u>

Officers and Directors.

Officers of the company are as follows: President, F. Edson White. Vice-presidents, Philip D. Armour, Charles W. Armour, Arthur Meeker, A. Watson Armour, Frank W. Waddell, Charles H. MacDowell, Frederick W. Ellis, Herbert S. Johnson, George M. Willetts, T. George Lee, Warren W. Shoemaker, Lester Armour. Treasurer, Philip L. Reed. Comptroller and secretary, William P. Hemphill. Assistant Treasurers, Edward L. Lalumier and Charles E. Hazard. General auditor and assistant secretary, Warren H. Sapp. Assistant secretaries, Albert H. Willett and John A. Brown.

Board of Directors: J. Ogden Armour, chairman; Samuel McRoberts, Albert H. Wiggin, Philip D. Armour, Charles F. Curtiss, Charles W. Armour, Bernard A. Eckhart, A. Watson Armour, Robert P. Lamont, Arthur Reynolds, Lester Armour, Arthur Meeker, Harvey J. Sconce, Laurence H. Armour, John S. Pillsbury, Sewell L. Avery, Philip L. Reed, James H. Douglas, F. Edson White.

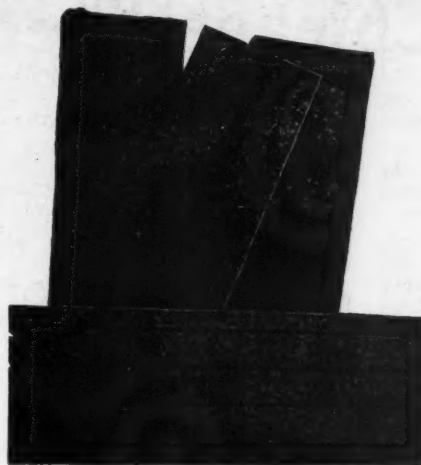
MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced as follows by the U. S. Bureau of Animal Industry:

Meat Inspection Granted.—*Swift & Company, Watertown, S. Dak.; *West Plains Serum Co., West Plains, Mo.

Change in Name of Official Establishment.—Kaplan's Kosher Meat Products, Inc., Brooklyn, N. Y., instead of Kaplan's Kosher Meat Products.

*Conducts slaughtering.



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Jointite

Cork

Board

USED HERE



Procter & Gamble are known throughout the world as manufacturers of products of highest quality. Naturally, therefore, they select their equipment with care. This is their new building A at Port Ivory, Staten Island, N. Y.

We are proud to say that Mundet Jointite Cork Board was used exclusively in this building—for partitions; on ceilings; and for column lagging. Mundet Mastic Coated Jointite Cork Board was used on the ceilings. Also, Mundet Jointite Pure Cork Covering and Moulded Cork Fittings were used on all cold lines.

Whether your volume requirements are larger or smaller than Procter & Gamble's, our organization of trained engineers covering the entire United States will gladly help with your insulation problems. No obligation whatsoever.

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Established 1865

HILLSIDE,

NEW JERSEY

New York Office: 461 Eighth Ave.

Also Manufacturers of Jointite Pure Cork Sectional Pipe Covering and Moulded Fitting Covers

STEVENSON'S 1922

"Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (33½ in.) \$9.50
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.

Cut shows right hand door closer, No. 1 size, 29½ in. long. Its spring—No. 1 gauge wire 9/32 galvd.—wound very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

Chicago Section

C. M. Bell, of Powers-Begg & Co., Jacksonville, Ill., was in the city again this week.

President Michael F. Cudahy, of Cudahy Brothers Company, Cudahy, Wis., made a brief trip to Chicago during the week.

Frank A. Hunter, president of the East Side Packing Co., East St. Louis, Ill., made a trip to the city this week.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was a business caller during the week.

Howard R. Smith, president of Shafer & Co., Baltimore, Md., braved the blizzard and came to Chicago late in the week.

George L. Franklin, president and general manager of the Dunlevy-Franklin Co., Pittsburgh, Pa., was a Chicago visitor late in the week.

Norman McLean, of the Harris Abattoir Company, Ltd., Toronto, Canada, made one of his infrequent visits to Chicago during the week.

O. S. Anderson, of the V. D. Anderson Co., Cleveland O., manufacturers of the famous Anderson expeller press, was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 40,032 cattle, 12,195 calves, 95,985 hogs and 55,349 sheep.

An old-timer in Chicago this week, whose trips here are few and far between, was J. Q. Gallagher, of the Gibson-Gage Co., Winnipeg, Canada.

Frank C. Reed, of Payne & Reed, Philadelphia packinghouse brokers, was in Chicago last week sizing up the situation. When Frank's hard-boiled hat looms up in town they all sit up and take notice.

L. F. Kramer, inventor and manufacturer of the Kramer hog dehairer, is convalescing at the Coronado hotel, St. Louis,

Mo., after an operation on his arm which is reported to have resulted successfully.

There were rumors floating around this week that Sam Stretch, the spice man, was to be in town, but up to the hour of going to press he had not been seen. The blizzard late in the week, however, may have been meant to herald his arrival.

E. C. Squire, formerly American Trade Commissioner at Hamburg, Germany, was in the city again this week before leaving for his new post in Sydney, Australia, where he has been made American Trade Commissioner for that country and New Zealand.

Among the Canadian visitors in Chicago this week were A. A. Haisman, branch house district manager of the Toronto territory for the Swift Canadian Company, and E. M. Raney, head of the produce department of the Toronto plant of the company.

Provision shipments from Chicago for the week ending Jan. 8, 1927, with comparisons, are officially reported as follows:

	Last week.	Prev. week.	1926.
Cured meats, lbs.	15,578,000	10,238,000	17,997,000
Fresh meats, lbs.	48,655,000	29,397,000	50,988,000
Lard, lbs.	9,446,000	8,296,000	12,086,000

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending January 8th on shipments sold out were as follows: Cows, common to good, 9.50@13c; steers, common to medium, 13@17c; steers, good to choice, 16.50@21c; and averaged 13.17c a pound.

Louis C. Raschke and G. H. Schlee, who are both well known in the provision trade, have formed a firm known as the Raschke-Schlee Provision Co., with offices at 42d and Halsted streets, Chicago. They are shipping provisions to jobbers and dealers in Detroit, Mich., and other points.

William E. Johnson, of the Procter & Gamble Co., was the recipient of another spare-rib and sauer-kraut dinner on the Northwest Side recently. Mr. Johnson must be very fond of spare ribs to spend

taxi fare to go such a long distance after them, when they may be had in any "beanery" for 40c. The last dinner of this kind nearly proved fatal, but Mr. Johnson is evidently a glutton for punishment.

C. H. Romeiser has returned to Wilson & Co., where he will be in charge of important work in the provision department. Mr. Romeiser spent 20 years with this firm and its predecessors, and is considered one of the live wires in the provision end of the business. He has been in private business for the past two years, and his many friends in the packinghouse business will welcome him back into the fold.

PACKER MEETING PROGRAMS.

(Continued from page 27.)

At the morning session there will be authoritative talks on the installation and maintenance of cork insulation and on the prevention of scale, wet steam and corrosion in steam boilers. R. E. Hall, formerly of the United States Bureau of Mines, will speak on the latter subject. At the afternoon session the discussion will center around the equipment and operation of a modern lard department and research results which affect plant operations. The speakers will include H. D. Tefft and W. Lee Lewis.

At the dinner session a prominent livestock man will discuss the live stock possibilities of the South, and President Oscar G. Mayer will speak about the industry and the Institute. The Divisional Committee in charge of this meeting comprises Karl M. Zach, Chairman, Henry Neuhoff, and E. S. Papy.

Mechanical Handling of Product.

The meeting of the second division, comprising New York north of and including Kingston; Pennsylvania west of Harrisburg and Williamsport, West Virginia, Ohio and Michigan, will be held on Tuesday, February 15, at Pittsburgh.

At the morning session, the President of the Institute will make an address and there also will be a discussion on associate research. At the afternoon session, an official of the Fuller-Lehigh Company will discuss new features in the design

H. F. Henschien R. J. McLaren
HENSCHIE & McLAREN
Architects

1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

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Consultation on Power and Operating Costs,
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Packing House Products
Oldest Brokers in Our Line

Tallow Tankage
Grease Bones
Provisions Cracklings
Oils Hog Hair

The Davidson Commission Co.

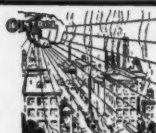
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
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WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

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of boiler furnaces. Mr. Tefft will discuss developments in the mechanical handling of product, and another speaker, whose name will be announced later, will analyze the precautions to be observed in the reclamation and use of curing pickle.

At the evening session Dr. C. R. Moulton, Director of the Institute's Department of Nutrition, will discuss the factors which affect moisture in sausage. A. Downing of the Columbus Packing Company will discuss the discarding and replacement of equipment.

This meeting is being arranged by the Divisional Committee, which consists of G. L. Franklin, chairman, S. T. Nash, Elmore M. Schroth, J. G. Cowrie and T. E. Tower.

Many Topics at New York.

The final meeting of the series will be held on Thursday, February 17, in New York City. This meeting will be for packers in Division I, which comprises New England, New York City territory, New Jersey, Pennsylvania east of and including Harrisburg and Williamsport, Delaware; Maryland, District of Columbia and Virginia.

At the morning session, which will open at 10:00 A. M. at the Hotel Commodore, H. E. Howe, editor of "Industrial and Engineering Chemistry," will discuss associative research, R. H. Funke of the Wm. Schludenberg-T. J. Kurlde Company will talk on the intensive chemical control of packinghouse operations, and another speaker will discuss the curing of hides.

W. H. Haywood of Wilson & Company will be the first speaker at the afternoon session. He will discuss new trends in the equipment and operation of smoked meat departments. Dr. Moulton will discuss factors which affect the moisture in sausage, and C. F. Fitzgerald of the Albany Packing Company will discuss modern quick chilling of hogs. There also will be an interesting talk on the installation and maintenance of insulation.

At the evening session there will be a novel talk entitled "What the Farmer Really Thinks About—And What He Thinks About It," by J. H. Van Wagenen, a "dirt farmer" of upstate New York. The closing talk will be made by President Mayer of the Institute.

This meeting is being arranged by the Divisional Committee, which consists of John J. Felin, chairman, Howard R. Smith, A. T. Rohe and F. S. Snyder.

PACKERS' PENSION PLANS.

(Continued from page 27.)

company can accomplish all that is desired in the way of retirement arrangements, both as to the design of a safe and effective plan and the administration of its provisions, competent legal advice should be obtained and representatives of insurance corporations familiar with problems involved should be consulted. In any case, industrial relations specialists of established knowledge and integrity should be called in and their recommendations considered."

Advantages of Such a System.

In addition to the economy which is effected by a just retirement system, through its primary function of eliminating inefficient superannuated employees, the booklet points out that such a system will tend to make employment more attractive, to reduce the expense of turnover, and to consolidate the mutual interests of employer and employee in the success of the business.

Emphasis is placed upon the necessity of making retirement annuities so certain that employees will think of them as realities having present value as well as guaranteeing future benefits. The retirement plan, in the words of Mr. Ekern, "must have the force of a personal contract, between solvent parties, secured by funds



DR. W. LEE LEWIS

Who will discuss modern curing methods at packers' divisional meetings.

held in trust, invested in sound trust fund securities. In other words, the retirement benefit must be not less secure than the savings bank account and the life insurance policy."

FOREIGN TRADE DISCUSSED.

E. C. Squire, who has been the representative of the Department of Commerce in Hamburg, Germany, for two years, was the luncheon guest of the Committee on Foreign Relations and Trade of the Institute at the Saddle and Sirlon Club on January 12. There were present Charles E. Herrick, Brennan Packing Company, chairman of the committee; Robert Mair, Swift & Company; W. W. Shoemaker, Armour and Company; H. E. Welhener, Wilson & Company; R. J. Christman, Allied Packers, Inc., and E. B. Roberts, Institute of American Meat Packers.

The opportunity was taken to discuss several interesting phases of the Continental meat trade, including the newer trend of production in Poland, Czechoslovakia and the Scandinavian and Baltic countries. Some interesting views of the competition of Dutch lard with legitimate American lard were presented.

Mr. Squire, since November last, has been spending a vacation in the United States prior to going to Australia as Trade Commissioner, with headquarters at Sydney, New South Wales. His field will also cover Victoria, South Australia, Queensland, and New Zealand.

MEAT EATEN IN OCTOBER.

The apparent per capita consumption of federally-inspected meats in October was 9.5 lbs., practically the same as that of the preceding month, but .8 of a pound less than in October, 1925.

Total consumption of meat slaughtered under federal inspection in October was 1,116,000,000 lbs., compared with 1,121,000,000 lbs. in September. The decrease was in beef and lamb. Pork consumption showed some increase.

Of the October total 531,000,000 lbs. was beef and veal, 541,000,000 lbs. pork, and 44,000,000 lbs. lamb and mutton. The per capita consumption was, beef and veal 4.5 lbs., pork 4.6 lbs., and lamb and mutton .4 of one pound.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 3.....	20,824	3,822	30,651	22,380
Tues., Jan. 4.....	11,614	2,827	39,910	17,409
Wed., Jan. 5.....	9,148	2,978	14,828	16,388
Thurs., Jan. 6.....	12,955	4,188	48,543	27,978
Fri., Jan. 7.....	3,719	1,098	34,877	9,487
Sat., Jan. 8.....	497	138	9,715	1,887
Total last week.....	58,757	15,700	182,525	95,479
Previous week.....	50,491	9,879	140,306	89,902
Year ago.....	65,962	18,324	212,628	92,400
Two years ago.....	77,813	18,721	337,000	65,080

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 3.....	6,000	547	15,935	7,853
Tues., Jan. 4.....	3,129	488	16,785	7,804
Wed., Jan. 5.....	3,633	440	8,579	3,112
Thurs., Jan. 6.....	4,252	328	18,280	8,868
Fri., Jan. 7.....	1,824	203	11,485	8,251
Sat., Jan. 8.....	63	.....	3,106	406
Total last week.....	18,910	2,082	73,884	36,280
Previous week.....	15,644	1,270	64,775	21,368
Year ago.....	20,059	2,950	64,300	32,324
Two years ago.....	24,593	2,614	96,791	24,815

Receipts at Chicago Stock Yards thus far this year to Jan. 8, with comparative totals:

	1927.	1926.
Cattle.....	81,757	68,212
Calves.....	18,706	19,704
Hogs.....	246,538	255,117
Sheep.....	115,479	101,828

Combined weekly hog receipts at eleven markets for week ending Jan. 8, with comparisons:

Week ending Jan. 8.....	852,000
Previous week.....	478,000
1926.....	1,060,000
1925.....	1,723,000

Combined receipts at seven markets for the week ending Jan. 8, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Jan. 8.....	178,000	506,000	213,000
Previous week.....	144,000	413,000	196,000
1926.....	212,000	688,000	312,000

Combined receipts at seven points for the year to Jan 8 with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	212,000	683,000	212,000
1925.....	238,000	900,000	187,000
1924.....	213,000	811,000	235,000
1923.....	198,000	796,000	217,000
1922.....	183,000	905,000	222,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number received	Weight—lbs.	Prices—Top.	Average.
*This week.....	190,800	230	\$12.25	\$11.75
Previous week.....	148,306	227	12.10	11.70
1926.....	212,628	289	12.86	11.70
1925.....	387,000	224	11.10	10.20
1924.....	298,065	228	7.85	7.15
1923.....	278,158	237	8.88	8.45
1922.....	285,049	226	8.75	7.80
Av. 1922-1926.....	275,900	231	\$ 9.80	\$ 9.05

*Receipts and average weight for week ending Jan. 8, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Jan. 8.....	\$ 9.85	\$11.75	\$ 6.15	\$12.40
Previous week.....	9.55	11.70	6.00	12.35
1926.....	9.50	11.70	8.40	15.75
1925.....	9.20	10.20	8.75	17.80
1924.....	9.50	7.15	7.25	13.25
1923.....	9.35	8.45	7.00	13.80
1922.....	7.15	7.80	6.15	12.30
Av. 1922-1926.....	\$ 9.85	\$ 9.05	\$ 7.05	\$14.55

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Jan. 8.....	89,500	107,000	57,700
Previous week.....	94,700	81,531	68,524
1926.....	45,903	148,814	60,085
1925.....	63,224	240,280	40,280
1924.....	45,125	200,881	68,519

*Saturday, Jan. 8, 1927, estimated.

Chicago packers hog slaughters for the week ending Jan. 8, 1927.

Armour & Co.....	19,200
Anglo-American.....	2,000
Swift & Co.....	6,700
Hammond Co.....	2,800
Morris & Co.....	4,000
Wilson & Co.....	9,800
Boyd-Latham.....	3,900
Western Packing Co.....	8,300
Roberts & Oake.....	6,300
Miller & Hart.....	5,100
Independent Packing Co.....	6,100
Brennan Packing Co.....	8,500
Agar Packing Co.....	5,700
Others.....	21,400
Total.....	105,900
Previous week.....	89,400
1926.....	156,000
1925.....	267,200
1924.....	222,200

(For Chicago livestock prices see page 48.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
January 13, 1927.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@24
10-12 lbs. avg.	@23½
12-14 lbs. avg.	@23
14-16 lbs. avg.	@22½
16-18 lbs. avg.	@22
18-20 lbs. avg.	@21½
Skinned Hams—	
14-16 lbs. avg.	@25½
16-18 lbs. avg.	@24½
18-20 lbs. avg.	@23½
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21
24-26 lbs. avg.	@19½
26-30 lbs. avg.	@19
Pics—	
4-6 lbs. avg.	@15
6-8 lbs. avg.	@14½
8-10 lbs. avg.	@14
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@24½
8-10 lbs. avg.	@23½
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@20
16-20 lbs. avg.	@19½

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@22½
10-12 lbs. avg.	@21½
12-14 lbs. avg.	@21
14-16 lbs. avg.	@20½
16-18 lbs. avg.	@20
18-20 lbs. avg.	@19½
Boiling Hams—(house run)	
16-18 lbs. avg.	@24½
18-20 lbs. avg.	@24
20-22 lbs. avg.	@23½
Skinned Hams—	
14-16 lbs. avg.	@23½
16-18 lbs. avg.	@23
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@21½
22-24 lbs. avg.	@20½
24-26 lbs. avg.	@19
26-30 lbs. avg.	@18½
Pics—	
4-6 lbs. avg.	@15
6-8 lbs. avg.	@14½
8-10 lbs. avg.	@14
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@23
8-10 lbs. avg.	@22
10-12 lbs. avg.	@21
12-14 lbs. avg.	@20½
14-16 lbs. avg.	@20
16-20 lbs. avg.	@19½

Dry Salt Meats.

Extra short clears, 35/45.	@15½
Extra short ribs, 35/45.	@15½
Regular plates, 6-8	@11½
Clear plates, 4-6	@11½
Jowl butts	@11½
Fat Backs—	
8-10 lbs. avg.	@12½
10-12 lbs. avg.	@12
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@11
16-18 lbs. avg.	@10½
18-20 lbs. avg.	@10
20-25 lbs. avg.	@9½
Clear Bellies—	
14-16 lbs. avg.	@18½
16-18 lbs. avg.	@18
18-20 lbs. avg.	@17½
20-25 lbs. avg.	@17
25-30 lbs. avg.	@16½
30-35 lbs. avg.	@16
35-40 lbs. avg.	@15½
40-50 lbs. avg.	@15

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 8, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.27½	12.32½	12.22½	12.22½
Mar.	.....	12.62½	12.67½	12.60	12.62½
May	.....	12.85	12.85	12.75	12.75
July	.....	.....	.....	.....	.....
CLEAR BELLIES—		Jan.	.....	.....	16.50
Mar.	.....	.....	.....	.....	15.85
May	.....	.....	.....	.....	.....
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	14.75
Mar.	.....	.....	.....	.....	14.70
May	.....	14.65	14.75	14.65	14.70
July	.....	.....	.....	.....	.....

MONDAY, JANUARY 10, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.15	12.25	12.15	12.25b
Mar.	.....	12.45	12.55	12.45b	12.45b
May	.....	12.52½-55	12.65	12.52½	12.65
July	.....	.....	.....	.....	12.80b
CLEAR BELLIES—		Jan.	.....	.....	17.25
Mar.	.....	.....	.....	.....	16.25b
May	.....	16.20	16.25	16.10	16.25b
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	15.00b
Mar.	.....	.....	.....	.....	15.00b
May	.....	14.75	15.00	14.75	15.00b
July	.....	.....	.....	.....	15.00b

TUESDAY, JANUARY 11, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.85	12.90	12.85	12.85ax
Mar.	.....	12.65	12.70	12.65	12.65ax
May	.....	12.67½-70	12.90	12.67½	12.85
July	.....	12.90	13.07½	12.90	13.00ax
CLEAR BELLIES—		Jan.	.....	.....	17.37½b
Mar.	.....	.....	.....	.....	16.50
May	.....	16.50	16.50	16.45	16.50
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	15.20b
Mar.	.....	.....	.....	.....	15.20
May	.....	15.20	15.20	15.10	15.20b
July	.....	.....	.....	.....	15.20b

WEDNESDAY, JANUARY 12, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.32½	12.82½	12.25	12.25ax
Mar.	.....	12.52½	12.62½	12.45	12.45ax
May	.....	12.85	12.85	12.65	12.65
July	.....	12.97½	12.97½	12.82½	12.82½ax
CLEAR BELLIES—		Jan.	.....	.....	17.87½b
Mar.	.....	.....	.....	.....	16.25ax
May	.....	.....	.....	.....	.....
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	14.90b
Mar.	.....	.....	.....	.....	14.90
May	.....	14.75	14.90	14.75	14.90b
July	.....	.....	.....	.....	14.90b

THURSDAY, JANUARY 13, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.15	12.22½	12.15	12.22½b
Mar.	.....	12.37½	12.42½	12.35	12.42½b
May	.....	12.60	12.65	12.55	12.62½ax
July	.....	12.72½	12.80	12.72½	12.80b
CLEAR BELLIES—		Jan.	.....	.....	17.37½b
Mar.	.....	.....	.....	.....	16.20ax
May	.....	.....	.....	.....	.....
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	14.90b
Mar.	.....	.....	.....	.....	14.90b
May	.....	14.87½	14.90	14.87½	14.90b
July	.....	.....	.....	.....	14.97½

FRIDAY, JANUARY 14, 1927.

LARD—		Open.	High.	Low.	Close.
Jan.	.....	12.32½	12.97½	12.20	12.30
Mar.	.....	12.52½	12.57½	12.50	12.50b
May	.....	12.70-72½	12.75	12.70	12.70
July	.....	12.87½	12.87½	12.85	12.87½ax
CLEAR BELLIES—		Jan.	.....	.....	17.75b
Mar.	.....	.....	.....	.....	16.75ax
May	.....	16.80	16.80	16.75	16.75ax
July	.....	.....	.....	.....	.....
SHORT RIBS—		Jan.	.....	.....	15.25b
Mar.	.....	.....	.....	.....	15.25b
May	.....	15.20	15.25	15.20	15.25b
July	.....	15.27½	15.27½	15.27½	15.27½

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Jan. 13, 1927, with comparisons, were as follows:

	Week ending Jan. 13.	Prev. week.	Cor. week.
Armour & Co.	5,396	3,142	11,753
Anglo-Amer. Prov. Co.	5,984	2,273	9,681
Swift & Co.	14,783	5,185	20,561
G. H. Hammond Co.	7,340	2,768	7,822
Morris & Co.	7,932	3,093	13,097
Wilson & Co.	12,015	9,730	16,997
Boyd-Lunham Co.	8,012	3,007	9,276
Western Pkg. & Prov. Co.	10,901	10,428	8,252
Roberts & Oake	8,139	6,474	8,906
Miller & Hart	6,151	6,839	4,428
Independent Packing Co.	6,235	5,958	900
Brennan Packing Co.	4,850	6,300	7,075
Agar Packing Co.	2,875	4,000	2,000
Total	98,819	69,977	120,798

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	25	23	12
Rib roast, light end.	36	28	20
Chuck roast	23	18	14
Steaks, round	40	30	22
Steaks, sirloin, first cut.	50	37	25
Steaks, porterhouse	28	26	18
Beef, stew, chuck	20	18	12½
Corned briskets, boneless	34	23	15½
Corned plates	18	12	10
Corned rump, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	35	25
Legs	38	28
Stews	25	15
Chops, shoulder	25	25
Chops, ribs and loin	45	25

Mutton.

Legs	28
Stew	10
Shoulders	16
Chops, rib and loin	35

Pork.

Loins, whole, 8@10 avg.	28	@30
Loins, whole, 10@12 avg.	28	@30
Loins, whole, 12@14 avg.	28	@28
Loins, whole, 14 and over.	28	@28
Chops	30	@34
Shoulders	23	@23
Butts	22	@26
Spareribs	24	@24
Hocks	14	@14
Lard, unrendered	.....	@15

Veal.

Hindquarters	28	@28
Forequarters	16	@22
Legs	23	@24
Breasts	14	@18
Shoulders	13	@24
Outlets	16	@40
Rib and loin chops	.....	@35

Butchers' Offal.

Suet	.....	@ 6
Shop fat	.....	@ 3
Bones, per 100 lbs.	.....	@50
Calf skins	.....	@15
Klips	.....	@15
Deacons	.....	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago	.....	9%
Double refined saltpeetre, gran., 1 c. l.	.....	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	.....	8%
N. Y. S. S., carloads	.....	3%
Less than carloads, granulated	4%	4
Crystals	.....	5
Kega, 100@200 lbs., 1c more	.....	.....
Boric acid, in carloads, powdered, in bbls.	0	8%
Crystal to powdered, in bbls., in 5-ton lots or more	.....	9%
In bbls, in less than 5-ton lots	.....	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	.....	.....
bulk	.....	\$7.00
Medium, car lots, per ton, f.o.b. Chicago	.....	.....
bulk	.....	\$9.10
Rock, car lots, per ton, f.o.b. Chicago	.....	\$9.90
Sugar—		
Raw sugar, 96 basis	.....	@5.15
Second sugar, 90 basis	.....	@4%
Syrup, testing 65 and 65 combined sucrose and invert	.....	@.41
Standard granulated f.o.b. refiners (2%)	.....	@6.40
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	.....	@5.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	.....	@5.70

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

H. G. S.
Packing House White Paint
Harry G. Sargent Paint Co.
502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, Jan. 15,	Cor. week, 1926.
Prime native steers.....	21	18
Good native steers.....	16	16
Medium steers.....	14	12
Heifers, good.....	13	13
Cows.....	9	9
Hind quarters, choice.....	25	25
Fore quarters, choice.....	18	18

Beef Cuts.

Steer Loins, No. 1.....	31	38
Steer Loins, No. 2.....	29	29
Steer Short Loins, No. 1.....	30	30
Steer Short Loins, No. 2.....	26	26
Steer Loin Ends, (hips).....	24	27
Steer Loin Ends, No. 2.....	23	26
Cow Loins.....	19	19
Cow Short Loins.....	25	20
Cow Loin Ends (hips).....	16	16
Steer Ribs, No. 1.....	23	25
Steer Ribs, No. 2.....	22	25
Cow Ribs, No. 1.....	17	18
Cow Ribs, No. 2.....	17	18
Cow Ribs, No. 3.....	11	11
Steer Round, No. 1.....	14	14
Steer Round, No. 2.....	14	14
Steer Chucks, No. 1.....	14	14
Steer Chucks, No. 2.....	13	14
Cow Rounds.....	12	12
Cow Chucks.....	11	11
Steer Plates.....	11	11
Medium Plates.....	8	8
Briskets, No. 1.....	16	16
Briskets, No. 2.....	12	12
Steer Navel Ends.....	8	8
Cow Navel Ends.....	8	8
Fore shanks.....	8	8
Hind shanks.....	7	7
Rolls.....	21	20
Strip Loins, No. 1, boneless.....	43	45
Strip Loins, No. 2.....	37	40
Strip Loins, No. 3.....	37	40
Sirloin Butts, No. 1.....	27	28
Sirloin Butts, No. 2.....	22	20
Sirloin Butts, No. 3.....	15	15
Beef Tenderloins, No. 1.....	70	70
Beef Tenderloins, No. 2.....	65	65
Rump Butts.....	18	18
Flank Steaks.....	18	18
Shoulder Clods.....	15	15
Hanging Tenderloins.....	10	10

Beef Products.

Brains (per lb.).....	10	12	10 1/2	11 1/2
Hearts.....	12	12		
Tongues.....	21 1/2	25	20	30
Sweetbreads.....	38	38	29	30
Ox-Tail, per lb.....	12	11	11	12
Fresh Tripe, plain.....	4	4		
Fresh Tripe, H. C.....	4	4		
Livers.....	9 1/2	13	10 1/2	14
Kidneys, per lb.....	10	10 1/2	9 1/2	10

Veal.

Choice Carcass.....	20	22	20	22
Good Carcass.....	15	19	17	19
Good Saddle.....	20	28	22	30
Good Back.....	12	16	12	16
Medium Backs.....	10	12	7	9

Veal Products.

Brains, each.....	11	13	14 1/2	15
Sweetbreads.....	55	65	58	60
Calf Livers.....	41	43		40

Lamb.

Choice Lamb.....	25 1/2	30		
Medium Lamb.....	27 1/2	31		
Choice Saddle.....	25	29		
Medium Saddle.....	25	29		
Choice Fores.....	19	25		
Medium Fores.....	17	23		
Lamb Fries, per lb.....	32	32		
Lamb Tongues, each.....	13	13		
Lamb Kidney, per lb.....	25	25		

Mutton.

Heavy Sheep.....	10	10		
Light Sheep.....	14	16		
Heavy Saddle.....	12	15		
Light Saddle.....	16	18		
Heavy Fores.....	8	10		
Light Fores.....	13	14		
Mutton Legs.....	18	20		
Mutton Loins.....	12	15		
Mutton Stew.....	10	12		
Sheep Tongues, each.....	13	13		
Sheep Heads, each.....	10	10		

Fresh Pork, Etc.

Dressed Hogs.....	17 1/2	19		
Pork Loins, 8@10 lbs avg.....	23	24	23	24
Hams.....	23	24		
Belles.....	20	22		
Calas.....	17	18		
Skinned Shoulders.....	16	17		
Tenderloins.....	60	60	48	50
Spare Ribs.....	16	16	16	17
Leaf Lard.....	14	14		
Back Fat.....	13	14		
Butts.....	21	21		
Hocks.....	17	18		
Tails.....	16	17		
Neck Bones.....	6	6	4	5
Slip Bones.....	12	12		
Blade Bones.....	13	13		
Pigs' Feet.....	8	8		
Kidneys, per lb.....	6	9	10	11
Livers.....	8	8	5 1/2	6
Brains.....	15	14	15	16
Ears.....	9	9	5	6
Snouts.....	8	9		
Heads.....	10	10		

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	26	
Country style sausage, fresh in link.....	20	
Country style sausage, fresh in bulk.....	18	
Country style sausage, smoked.....	18	
Mixed sausage, fresh.....	16	
Frankfurts in pork casings.....	22	
Frankfurts in sheep casings.....	23	
Bologna in beef bungs, choice.....	16	
Bologna in cloth, paraffined, choice.....	14 1/2	
Bologna in beef middles, choice.....	16	
Liver sausage in hog bungs.....	23	
Liver sausage in beef rounds.....	12	
Head chucks.....	12	
New England luncheon specialty.....	21	
Liberty luncheon specialty.....	21	
Minced luncheon specialty.....	15	
Tongue sausage.....	23	
Blood sausage.....	17	
Polish sausage.....	16	
Souse.....	15	

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54	
Cervelat, new condition, in hog bungs.....	23	
Cervelat, new condition, in beef middles.....	23	
Thuringer Cervelat.....	28	
Farmer.....	21	
Holsteiner.....	31	
B. C. Salami, choice.....	50	
Milano Salami, choice in hog bungs.....	51	
B. C. Salami, new condition.....	27	
Frisches, choice, in hog middles.....	12	
Genoa style Salami.....	45	
Pepperoni.....	45	
Mortadella, new condition.....	27	
Capicola.....	48	
Italian style hams.....	52	
Virginia hams.....	52	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....		
Small tins, 2 to crate.....	7.00	
Large tins, 1 to crate.....	8.00	
Frankfurt style sausage in sheep casings.....		
Small tins, 2 to crate.....	8.50	
Large tins, 1 to crate.....	9.00	
Frankfurt style sausage in pork casings.....		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.00	
Smoked link sausage in pork casings.....		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.50	

SAUSAGE MATERIALS.

Regular pork trimmings.....	11	11 1/2
Special lean pork trimmings.....	17 1/2	18
Extra lean pork trimmings.....	19	20
Neck bone trimmings.....	13	13 1/2
Pork cheek meat.....	10	10 1/2
Pork hearts.....	6	6 1/2
Fancy boneless bull meat (heavy).....	14	14 1/2
Boneless chucks.....	11	11 1/2
Shank meat.....	9	9 1/2
No. 1 beef trimmings.....	9	9 1/2
Beef hearts.....	6	6 1/2
Beef cheek (trimmed).....	6	7 1/2
Dr. canner cowa, 300 lbs and up.....	8	8 1/2
Dr. cutters, 400 lbs and up.....	11 1/2	11 1/2
Dr. bologna bulls, 500-700 lbs.....	3 1/2	4
Beef tripe.....	18	18 1/2
Cured pork tongues (cann. trim.).....	18	18 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

Beef rounds, domestic, 180 sets per tierce, per set.....	21	
Beef rounds, domestic, 140 sets per tierce, per set.....	30	
Beef rounds, export, 225 sets per tierce, per set.....	26	
Beef middles, 140 sets per tierce, per set.....	1.50	
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	20	
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	15	
Beef weasands, No. 1, per piece.....	11	
Beef weasands, No. 2, per piece.....	10	
Beef bladders, small, per dozen.....	1.25	
Beef bladders, medium, per dozen.....	1.65	
Beef bladders, large, per doz.....	2.00	
Hog casings, medium, per bd. 100 yds.....	2.10	
Hog casings, narrow, per lb. f.o.b.....	2.35	
Hog middles, without cap, per set.....	16	
Hog middles, with cap, per set.....	20	
Hog bungs, export.....	36	
Hog bungs, large prime.....	26	
Hog bungs, medium.....	20	
Hog bungs, small prime.....	12	
Hog bungs, narrow.....	2.07 1/2	
Hog stomachs, per piece.....	.08	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00	
Honeycomb tripe, 200-lb. bbl.....	16.00	
Pocket honeycomb tripe, 200-lb. bbl.....	18.00	
Pork feet, 200-lb. bbl.....	17.50	
Pork tongues, 200-lb. bbl.....	63.00	
Lamb tongues, long cut, 200-lb. bbl.....	43.00	
Lamb tongues, short cut, 200-lb. bbl.....	61.00	

BARRELED PORK AND BEEF.

Mess pork, regular.....	34.00	
Family back pork, 20 to 34 pieces.....	37.00	
Family back pork, 35 to 50 pieces.....	38.00	
Clear back pork, 40 to 50 pieces.....	29.50	
Clear plate pork, 35 to 45 pieces.....	24.50	
Clear plate pork, 25 to 35 pieces.....	25.00	
Brisket pork.....	33.00	
Bean pork.....	25.00	
Plate beef.....	22.50	
Extra plate beef, 200 lb. bbl.....	24.00	

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.07 1/2	1.72 1/2
Oak pork barrels, black iron hoops.....	1.90	1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2	2.24 1/2
White oak ham tiers.....	3.25	
Red oak lard tiers.....	2.37 1/2	2.62 1/2
White oak lard tiers.....	2.57 1/2	2.62 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23	
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	21 1/2	
Nut margarine, 1 lb. cartons, f.o.b. Chicago (35 and 60 lb. solid packed tubs, 1c per lb. less).....	18	
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	15	

DRY SALT MEATS.

Extra short clears.....	13 1/2	13 1/2
Extra short ribs.....	13 1/2	13 1/2
Short clear middles, 60-lb. avg.....	15 1/2	
Clear bellies, 14@16 lbs.....	19	
Clear bellies, 18@20 lbs.....	18 1/2	
Clear bellies, 25@30 lbs.....	18 1/2	
Rib bellies, 20@25 lbs.....	18 1/2	
Rib bellies, 25@30 lbs.....	18 1/2	
Standard bacon, 12@14 lbs.....	13	
Fat backs, 12@14 lbs.....	12 1/2	
Fat backs, 14@16 lbs.....	14	
Regular plates.....	11 1/2	
Butts.....	11	

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lb.....	20	
Skinned hams, fancy, 16@18 lb.....	21 1/2	
Regular hams, 12@16 lb.....	23	
Picnics, 6@8 lb.....	19 1/2	
Standard bacon, 4@8 lb.....	28 1/2	
Standard bacon, 10@12 lb.....	28 1/2	
Standard bacon, 12@14 lb.....	27 1/2	
Standard bacon, strips, 6@7 lb.....	28	
Cooked hams, choice, skin on, surplus fat off.....	43	
Cooked hams, choice, skinned, surplus fat off.....	45	
Cooked hams, choice, skinned, surplus fat off.....	45	
Cooked hams, choice, skinned, surplus fat off.....	45	
Cooked picnics, skin on; surplus fat off.....	25	
Cooked picnics, skinned; surplus fat off.....	26	
Cooked loin roll, smoked.....	46	

ANIMAL OILS.

Prime lard oil.....	14 1/2	15
Extra winter strained.....	13	13 1/2
Pure lard oil.....	11 1/2	12
Extra No. 1 lard.....	10	10 1/2
No. 1 lard oil.....	9 1/2	10 1/2
No. 2 lard oil.....	9 1/2	9 1/2
Pure neatfoot oil.....	12	12 1/2
Extra neatfoot oil.....	10 1/2	10 1/2
No. 1 neatfoot oil.....	9 1/2	10 1/2
Acidless tallow oil.....	9 1/2	10

LARD (Unrefined).

Prime, steam, cash tierces.....	12.25	
Prime, steam, loose.....	11.50	
Leaf, raw.....	11.62	
Neutral lard.....	15.00	

LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	12.50	
Pure lard tierces.....	12.75	
Compound.....	9.75	

OLEO OIL AND STEARINE.

Oleo oil, extra.....	9 1/2	9 1/2
Oleo stock.....	9	9 1/2
Prime No. 1 oleo oil.....	8	8 1/2
Prime No. 2 oleo oil.....	8	8 1/2
No. 3 oleo oil.....	8 1/2	8 1/2
Prime oleo stearine, edible.....	8 1/2	8 1/2

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	7 1/2	7 1/2
Edible packers tallow.....	7 1/2	7 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	6 1/2	7
No. 2 tallow, basis 40% f.f.a., 40 titre.....	5 1/2	5 1/2
Choice white grease, max. 4% acid, loose, Chicago.....	9	9 1/2
White grease, max. 5% acid.....	9	9 1/2
Yellow grease, 12-15 f.f.a.....	6 1/2	6 1/2
Brown grease, 40 f.f.a.....	5 1/2	5 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Valley points, nom., prompt.....	6 1/2	7
White, deodorized in bbls., c.a.f. Chicago.....	9	9 1/2
Yellow, deodorized in bbls.....	9	9 1/2
Soy stock, 50% f.f.a. basis, f.o.b. mills.....	1 1/2	1 1/2
Corn oil, in tanks, f.o.b. mills.....	9	9 1/2
Soya bean oil, seller's tank, f.o.b. coast.....	9	9
Cocoonut oil, seller's tank, f.o.b. coast.....	8	8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2	10 1/2

FERTILIZERS.

Retail Section

Better Selling Methods

(Continued from page 26.)

Other factors in conditions making for high operating expense:

Unnecessary service for the trade involved.

Too large a fixture investment resulting in needlessly high depreciation and interest charges.

Lax credit relations, resulting in bad debt losses, slow payments by customers, and dissipation of the proprietor's time in making collections.

Low operating means to minimize the expense of all the things I have just recounted. Wages constitute almost two-thirds of the operating expenses. An unnecessary labor force or one unremuneratively employed goes a long way toward explaining the differences, not only between high and low operating expenses, but also between a condition of profit and a condition of loss.

I want to come back to the main theme.

What Does Your Trade Want?

Sell more meat to more people. The first thing is to find out what your trade wants. Few food dealers turn their stocks fast enough to make all the profit they might. Many have too much capital tied up in stock. Fast stock-turn is one of the secrets of bigger profits. Taking into consideration stores of from one to four men employed, the average turn-over is every 3.4 to 4.8 days. The larger the store, the more often the stock is turned over.

It is quite obvious a dealer cannot hope to make a quick turn-over of his stocks unless he is going to make an effort to sell more. This spells volume with a capital V. The dealer who is content with a big profit on small volume should be in the very small minority. This type of store will not stimulate much desire for more meat eating.

"Ready-to-Serve" Meats.

One profitable factor which is steadily growing each year is the merchandising of ready-to-serve meats. These are the meat loaves, the luncheon specialties, the attractive molds of cooked corned beef and beef and pork combinations in various size casings.

There are approximately sixty of these ready-to-serve varieties of meat food products, and they are appealing more and more to the housewife. They are quick to serve on the table, and there is approximately no waste. They are almost 100% food. They are not only delicious as appetizers, but there is such a varied assortment that three or four kinds easily can serve as the main meat dish for the meal.

These "ready-to-serve" meats are so tasty and nutritious that it is quite likely that they will play a great part in developing the consumers' appetite for more meat eating.

Why Do People Eat Meat?

It is quite illogical to stress more meat eating unless there can be found a practical reason for it. The practical reason is this: People can eat meat, in ordinary amounts, without worry; they can enjoy its wonderful palatability and can benefit from its superior food qualities. Why? Because the building and repairing of tissues is one of the prime functions of any food. High-grade proteins are needed during growth and, later in life, for repair. Meat furnishes these high-grade proteins.

Meat not only has a high percentage of the most complete form of protein known, but also contains other necessary elements, so that when balanced with vegetables,

fruit, dairy products, and cereals, it assures a good, all-round diet.

If varied meats are used—lean, fat, liver, kidney, heart, and sweetbreads—then one will have valuable proteins for replacing tissues and taking care of growth requirements; fats for furnishing energy; certain vitamins for control and stimulation, and some of the important mineral salts for various functions. The newer nutritional work of chemists, physicians, and dietitians establishes for a meat diet the same high rank that the instinctive judgment of mankind has granted it for countless centuries.

Packer and Retailer Campaigns.

There is one thing I want to mention at this time. The packer salesman is in a position to help the dealer a great deal. The salesman gets around among the retail trade and has the opportunity to see how dealers are merchandising his products. Any new stunts he tells other dealers about are appreciated and put into operation.

Many dealers and retailers' organizations are alive to the necessity for stimulating a desire for meat among the public. Probably one of the most practical methods which has been used is the products campaign. Let me trace this through for you.

Packers in Louisville find beef chucks dragging. They are low in price, and at the same time dealers find the consumers are holding back. The wholesalers and dealers get together and map out a little campaign. The packers agree to help the dealer stimulate his trade to eat pot roasts, chuck steaks, meat pies, and beef stews; in fact, any dish which calls for meat from the beef forequarter.

Packer and Retailer Campaigns.

Window streamers are printed, featuring pot roast and other tasty dishes from the forequarter of beef. These are distributed by packer salesmen, fat and tallow wagon drivers, and through the local dealers' organization. The dealers put them in their

windows, behind their counters and in other suitable places in their shops where they will be seen by the public.

Recipe leaflets containing several tasty dishes to be had from beef forequarter cuts are printed and distributed to dealers who, in turn, hand them to their customers, or wrap them up in each bundle which leaves their stores.

In the meantime, editors of the local papers are persuaded to run a short story on the campaign, pointing out the healthfulness of the products which at this time are selling at relatively low price levels. One of the dealers puts on a radio talk on the economy of preparing dishes from the beef forequarter. The local broadcasting station has civic pride, and is willing to do this.

Answer the Knockers.

Any time a food faddist whispers in your ear that meat is harmful, you whisper right back and tell him that recent scientific experiments have indicated that a diet which does not contain protein from animal foods would lead to race extinction within a few generations. Now, if you want to do the right thing by your son's grandchildren, keep these facts in mind.

One thought which I would like to leave with you is the same one I began this little talk with:

Sell more meats and groceries to more people. The independent dealer must increase his volume if he expects to compete with the progressive retailer of today. If he expects to continue to provide a good living for himself and family, and remain in business at the same time, he cannot sit back and merchandise as he did fifteen years ago.

NEWS OF THE RETAILERS.

A. D. Nace has purchased the meat market at 1000 W. Washington, Phoenix, Ariz., from Aaron Gorodezky.

The Producers Meat & Packing Co. has opened a market at 136 5th street, San Francisco, Cal.

The New Daly City Market has been opened at 398 Templeton Street, San Francisco, Cal.

McDonough Bros., of El Dorado, Kans. have purchased the pure Food Market from Ike Friedman, Oil Hill, Kans.

Ruster Brothers have sold their meat and grocery business, Comstock, Mich., to J. P. McCarthy.

Harry Clark, of Plattsmouth, Neb., has purchased the meat market at 711 West Sheridan avenue, Shenandoah, Ia., from John Kimsey.

Frank Williams, of Mitchell, Neb., has purchased the meat business of Mr. Croxen, Bradshaw, Neb.

G. T. Evans has opened the White Way Market in Vail, Ia.

Crowley's Cash & Carry Market, of Wallace, will open a branch here at Mullan, Ida.

R. E. and R. J. Reichert have opened meat markets in Aloha, Ore., and Forest Grove.

A meat market has been opened at Front and Central streets, Marshfield Ore by Fields & Lundberg.

R. F. Deter has taken over the management of the City Meat Market.

Earl Kelley has purchased the business of the Independent Market, Eugene, Ore.

Theodore Bronty is operating a meat business at Sequim, Wash.

The Moore Meat Market and Grocery, Vinton, Ia., was recently damaged by a \$1,000 fire.

The Shastein Bros. have bought the Howell Bros. Meat Market at Sullivan, Ill.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name.....

Street.....

City.....

Enclosed find 5 cents in stamps.

Julius C. Nilles recently bought the M. H. Kopp meat market, 924 Atwood, avenue, Madison, Wis.

Ed Klein has opened a new meat market in Mason City, Ia.

John Lass expects to open a meat market in the shop recently left vacant by Claus Eggers in Loup City, Neb.

The Bauman Bros. have opened two new sanitary meat markets in Lancaster, Ohio, increasing the number of their markets in this city to seven. One of the new market will be located at 317 North Broad street and the other at 403 Washington avenue.

A meat market and grocery store known as the University Heights store and operated by the Safeway Stores, Inc., one of the largest chain organizations in the United States, has been opened at Eighth street and Park avenue, Riverside, Cal. F. W. Storm is manager of the new market which is the fourth to be established in this city by the Safeway company. With the opening of a district office at Fourteenth street and Magnolia avenue, Riverside becomes the Safeway center for 19 stores.

Rex. Forsyth, Bloomington, Ind., has bought the meat market formerly owned by L. Whaley.

Boyd Nicholson will operate the meat market which he recently purchased from the United Market Company at Newcastle, Ind.

Special entertainment featured the recent opening of the "Sole Owner of My Name Store," meat market recently in Kansas City, Mo., by Clarence Saunders. The new store is a self service market under the management of M. G. Bourke.

C. L. Clark has bought the meat business at 438 West McKinley avenue, Fresno, Cal., from F. D. Hausen.

Sam Loforti has purchased the meat business at 542 Blackstone avenue, Fresno, Cal., from Constantinos Braros.

Bert Dean, proprietor of the Sanitary Market at Walla Walla, Wash., has opened a new store called the Central Cash Market.

Horace Benton will engage in the meat business at 522 Chickasha Ave., Chickasha, Okla.

Sam Steele has purchased the interest of R. L. Warren in the Sayre Meat Market, Sayre, Okla., and Goodwin & Steele are now proprietors.

James Roth has sold his meat market at Westphalia, Kan., to Matt Rocker.

The Pride of the Mission Market has been opened at 2501 Folsom street, San Francisco, Cal.

MORE MEAT RECIPE BOOKS.

With the sale of the Christmas greeting cook book, "My Meat Recipes" to retailers and packers now ended, the National Live Stock and Meat Board reports that orders for the publication far exceeded all expectations and that an edition of 500,000 copies fell far short of supplying the demand.

Hundreds of orders poured into the Board's office for this attractive Christmas token. A great many members of the trade saw announcement of the offer in THE NATIONAL PROVISIONER and a number of orders came to this publication and were turned over to the Board.

The Board expresses regret at not being able to fill all orders received. Preparations are now being made to print an additional quantity of the book with the same colored cover except that the holiday features will be removed, making it appropriate for distribution at any season. The book will be available after January 1. Complete information concerning it can be secured by writing THE NATIONAL PROVISIONER or the National Live Stock and Meat Board, 407, S. Dearborn St., Chicago, Ill.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.
Address your inquiries to Retail Editor,
THE NATIONAL PROVISIONER, Old
Colony Bldg., Chicago.

To Make Retail Cuts

An Eastern retail subscriber is puzzled about the proper way to prepare the various cuts demanded by his trade. He writes as follows:

Editor The National Provisioner:

Will you please inform me through your valuable paper how to cut and make up the following: Crown Roast, Beef a la Mode, French Lamb Chop?

Crown Roast.—A crown roast is made of the ribs of lamb or pork, left fastened together. Eight, 12 or 14 ribs can be used for this purpose, depending on the size of the roast.

The bones should be cut off the same length, the meat trimmed from them as far as the lean meat, and the ribs bent and sewed in the shape of a crown with the ribs on the outside. The roast is usually stuffed with ground meat or vegetables, as the housewife desires.

The buyer should be instructed to put 1-inch cubes of fat salt pork on the end of each rib before roasting, to keep the bones from burning.

Beef a la Mode.—This is made from a

piece of beef cut from the round, into which pieces of bacon or fat pork are inserted, the incisions being made through the meat with a large skewer.

The meat is seasoned with salt and pepper, dredged with flour, and the entire surface is browned in pork fat. It is then cooked until tender, surrounded by certain vegetables, usually peas and carrots, and served with brown gravy.

French Lamb Chop.—These are made of rib chops which have the bone cut short and scraped clean nearly to the lean meat. When the chop is cooked it is served with a paper trimming on the end.

TOLEDO MEAT DEALERS MEET.

Talks on retail business and its organization featured the dinner of the Toledo Retail Meat Dealers Association, January 5, at Toledo, Ohio. John Mlynarczyk, president of the Lagrange Grocers' & Meat Dealers' Association talked on the necessities of organization for the retail trade, and was followed by Leland Osgood; local manager of Armour & Co.; who spoke on the subject "Go After Business." Gus Williamson, president of the local association, presided, introducing Charles W. Myers, of Armour and Company, who spoke on retail meat conditions throughout the country.

E. C. Westcott has sold his market at 12026 Grand River Ave., Detroit, Mich., to Wm. Brust, who was for many years with the Mart Market Co. Mr. Westcott is still continuing his meat business at 8547 Grand River Ave.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Jan. 13, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hyv. Wt., 700 lbs. up):				
Choice	\$16.00@17.00	\$16.00@17.00	\$16.50@18.00	\$17.50@18.00
Good	15.00@16.00	15.00@16.00	14.50@16.50	15.50@17.00
STEERS (Lt. & Mod. Wt., 700 lbs. down):				
Choice	18.00@20.00		17.00@21.00	
Good	16.00@18.00		14.50@17.00	15.50@18.00
STEERS (All Weights):				
Medium	13.00@15.50	13.50@15.00	12.50@14.00	13.00@15.00
Common	11.50@13.00		11.50@12.50	
COWS:				
Good	13.00@14.00	12.00@13.00	12.50@13.50	12.50@13.50
Medium	12.00@13.00	11.00@12.00	10.50@12.50	11.50@12.50
Common	10.50@12.00	10.00@11.00	9.50@10.50	10.00@11.50
Fresh Veal (1):				
VEALERS:				
Choice	21.00@22.00		21.00@24.00	22.00@23.00
Good	18.00@20.00		19.00@21.00	20.00@21.00
Medium	16.00@18.00	16.00@18.00	17.00@19.00	17.00@19.00
Common	15.00@16.00	14.00@16.00	14.00@17.00	
CALF CARCASSES (2):				
Choice				17.00@18.00
Good				16.00@17.00
Medium				14.00@16.00
Common				
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	24.00@25.00	25.00@26.00	24.00@25.00	25.00@26.00
Good	23.00@24.00	24.00@25.00	22.00@24.00	22.00@24.00
LAMB (42-55 lbs.):				
Choice		23.00@25.00	22.00@24.00	22.00@24.00
Good		21.00@23.00	21.00@23.00	18.00@21.00
LAMB (All Weights):				
Medium	20.00@22.00	21.00@24.00	19.00@22.00	20.00@22.00
Common	18.00@20.00		18.00@20.00	
MUTTON (Ewes):				
Good	13.00@15.00	14.00@16.00	14.00@16.00	13.00@14.00
Medium	11.00@13.00	12.00@14.00	12.00@14.00	10.00@12.00
Common	9.00@11.00	10.00@12.00	10.00@12.00	9.00@10.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	22.00@24.00	22.00@23.00	23.00@25.00	24.00@26.00
10-12 lb. av.	21.00@22.00	22.00@23.00	22.00@24.00	23.00@25.00
12-15 lb. av.	20.00@21.00	21.00@22.00	21.00@23.00	22.00@24.00
15-18 lb. av.	19.50@20.00	19.00@21.00	20.00@22.00	20.00@22.00
18-22 lb. av.	19.00@19.50	18.00@20.00	20.00@21.00	19.00@21.00
SHOULDERS:				
N. Y. Style: Skinned.	16.00@17.00		18.00@20.00	18.00@20.00
PICNICS:				
4-6 lb. av.		17.50@18.50	18.00@18.00	18.00 only
6-8 lb. av.		17.50@18.50	15.00@17.00	17.00 only
BUTTS: Boston Style.	30.00@22.00		22.00@24.00	22.00@24.00
SPARE RIBS: Half Sheets.	15.00@17.00			
TRIMMINGS:				
Regular	11.00@12.00			
Lean	17.50@20.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

New York Section

Among Retail Meat Dealers

The meetings of the Bronx Branch, New York State Association of Retail Meat Dealers, Inc., seem to get more interesting with each session. Thus the one held on Wednesday evening of last week was the most interesting of all.

A letter of thanks was read from Mrs. Charles Hembdt, corresponding secretary of the Ladies' Auxiliary, for the donation to be used for the veterans at Christmas. The officers for 1927 were installed by R. Schumacher, first vice-president of the New York State Association. At the conclusion of the ceremony Mr. Schumacher made a very neat speech, in which he complimented the officers who had served during the past term, and expressed the belief that they would do as well or better, if that were possible, during the current year.

A masquerade ball will be given by this Branch at Ebling's Casino on February 17th. Each member will receive two complimentary tickets; additional tickets will be at the rate of \$1.00 each.

The next meeting of the Bronx Branch will be on Wednesday, January 19th, at which time the board of trustees will make their annual report. The report of the Mutual Plate Glass Fund will be made at the same time.

Visitors from the other branches, as well as a delegation from the Ladies' Auxiliary, added to the attractiveness of the meeting of the Washington Heights Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of this week. The principal order of business was the installation of officers elected from 1927 by state president George Kramer.

During the course of the meeting State President George Kramer spoke on the classification and grading of meats, the procedure necessary to secure it, the cost and reasons for having it. Mr. Kramer also had read a letter regarding the meat situation in Detroit.

Business manager Fred Hirsch of the Bronx Branch in a short address stated that he could almost be called a member of the branch, as he attended meetings

regularly and did almost everything else except pay dues. Other speakers were President Philip Gerard of the Bronx Branch, Chairman Frank P. Burck of the Meat Council, the president of the Ladies' Auxiliary, Mrs. William Ziegler, Mrs. Charles Hembdt and Miss M. B. Phillips of THE NATIONAL PROVISIONER.

Among those present from the Ladies' Auxiliary were Mrs. F. P. Burck, Mrs. A. DiMatteo, Mrs. P. Gerard, Mrs. Geis, Mrs. Charles Hembdt, Mrs. Hembdt, Sr., Mrs. William Kramer, Mrs. G. Lowenthal, Mrs. O. Schaefer, Mrs. E. Schmelzer, Mrs. H. Vetter and Mrs. Ziegler; from the Bronx Branch, president Philip Gerard, business manager Fred Hirsch, Gus Backes, Charles Barth, Breitwasser, Gus Schmidt and W. Wolf; from Brooklyn Branch, Frank P. Burck; from Ye Olde New York Branch, Geo. Anselm, Louis Goldstein, T. Grand, George and William Kramer, A. Metzger, B. Metzger, Oscar Schaefer, H. Vetter and I. Werden. Aaron Roth was also a visitor. There was music and refreshments and a gift for the lucky lady and man.

Mrs. R. Schumacher, an active member of the Ladies' Auxiliary of the New York State Association of Retail Meat Dealers, celebrated a birthday on Monday of this week.

The many friends of Mrs. Fred Hirsch, vice-president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, are looking forward to her early recovery. Mrs. Hirsch has been confined to her home for several weeks, due to illness.

TWO NEW YORK PACKER HEADS.

Recent changes put two well-known New York packinghouse men at the head of activities in two of the leading meat concerns of the metropolitan district. As announced in the last issue of THE NATIONAL PROVISIONER, Frank M. Firor, former general manager for George Kern, Inc., has been made president of Adolf Gobel, Inc., as a final step in the reorganization of that concern. To replace him Mr. Kern calls in as general manager of his big new plant John H. Burns, packinghouse operating and sales executive, who has lately been in the brokerage business.

Frank Martin Firor was born November, 1869, in the village Graceham, Frederick County, Maryland, the son of the village wheelwright. He received his early education in the County Putnam School and farmed out until about the age of 16 years, at which time he moved with his family to Washington, D. C., where he entered the employ of Charles Schneider, a baker, later marrying one of Mr. Schneider's daughters.

He remained in Mr. Schneider's employ for a number of years and then entered the employ of N. Auth Provision Company, where he received his early packinghouse experience. He continued with the Auth company until about the year 1908 when he opened his own business, which on account of illness he was forced to give up. He came to New York in 1910, entering the employ of George Kern, where he rose to be general manager.

At a meeting of the board of directors of Adolf Gobel, Inc., on December 28, 1926, he was elected president of the organization, to take effect January 10, 1927.

His successor as general manager of Geo. Kern, Inc., is John H. Burns. Mr. Burns was born in Bridgeport, Conn. His

mother died when he was four years of age and his father passed on when John reached his fourteenth year.

After finishing his schooling he entered the employ of Thomas McNamara of Bridgeport, Conn. He remained with him for a while and then came to New York, where he started with the old S. & S. Company. He was called the "curb salesman," but he often stated that "from moving barrels and boxes he was nothing but a porter."

Later, he left the S. & S. Company and started with Morris & Company, where his energy, patience and pleasing personality brought him to be vice-president of Joseph Stern & Son. After three years there he entered the brokerage business and became a leading trader.

Though now made general manager of George Kern's plant, the brokerage business of John H. Burns Company will continue as usual at 407 Produce Exchange, New York City.

NEW YORK NEWS NOTES.

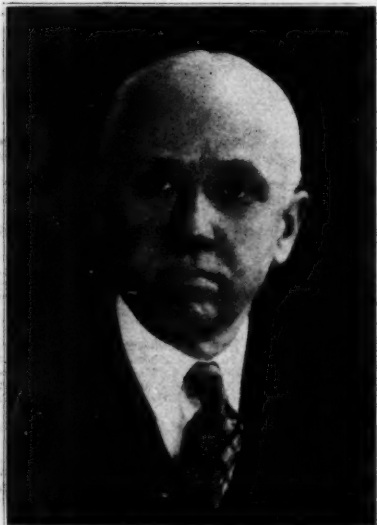
J. Montgomery, office manager for Wilson & Company in New York, is spending the week in Chicago.

"Sir James" Clark and George H. Eckhouse, purchasing department, Wilson & Company, Chicago, were visitors to the city this week.

Among the visitors to Armour and Company's New York office this week were president F. Edson White, vice-president Philip D. Armour, treasurer Philip Reed and vice-president T. G. Lee.

The many friends of Max Heilman, manager of the Empire branch of Wilson & Company, will be glad to learn of his steady improvement and great hopes are now entertained for his recovery. Mr. Heilman has been very ill.

Charles S. Hall, director of Swift & Company, London, arrived in New York, accompanied by Mrs. Hall, on Tuesday of this week on the Aquitania. Mr. and Mrs. Hall will spend about three months in touring the states, part of the time being spent in Florida.



FRANK M. FIROR

Elected President of Adolf Gobel, Inc.



JOHN H. BURNS

Made General Manager of Geo. Kern, Inc.

For Sausage Makers
BELL'S
 Patent Parchment Lined
SAUSAGE BAGS
 and
SAUSAGE SEASONINGS
 For Samples and Prices, write
THE WM. G. BELL CO.
 BOSTON MASS.

IMITATION MEATS
 For window and counter display

Fresh and Smoked Meats Cheese Butter etc.

Perfect in every detail. Write for display circular

306

REPRODUCTIONS CO.
 15 Walker St. New York, N. Y.

Mr. Loeb of David Levi & Company, Chicago, was in New York this week.

E. C. Merritt and L. S. Dennig of the St. Louis Independent Packing Company, St. Louis, Mo., were visitors to the city last week.

Fire damaged the main plant of the House of A. Silz on West 14th street this week, but the company was fortunate in having facilities in an adjoining building which enabled it to carry on its poultry and meat business without interruption.

Albert Jordan of the Albert Jordan Co., sole agents in the United States for Dick's cutlery, with Mrs. Jordan has returned from a trip through the West Indies. They visited Bermuda, Jamaica, Havana and Panama. Mr. Jordan was especially interested in the Panama Canal.

The awarding of the gold and silver jubilee buttons given by the Institute of American Meat Packers to individual employees of the New York Butchers' Dressed Meat Company and Joseph Stern & Sons was the occasion for a special luncheon at the plant the latter part of last week.



The "YORK" Effectually Provides That
DRY, MOISTURE-FREE and
SANITARY Refrigeration

so necessary for the preservation and improvement of food supplies.
 It is economical, easily installed and easy to run.
 Write for our new Bulletin 94.

YORK Manufacturing Company
 Its Making and Refrigerating Machinery Exclusively
 York, Penna.

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies
 Special attention given to cork and cement refrigerators
 Cold storage installations and complete market equipment
NEW YORK CITY

Sale Rooms:
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 466 East 102nd St.
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Branch
 720 Brook Ave.

Eighty-nine buttons were presented by B. E. Campbell, superintendent of both these plants. Five men received gold buttons, representing fifty years of service, and the remainder received the silver buttons, denoting twenty-five years. H. G. Mills, manager of the New York Butchers' Dressed Meat Company, and C. A. Triplett, manager of Joseph Stern & Sons, made appropriate speeches.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 8, 1927: Meat—Brooklyn, 3 lbs.; Manhattan, 5,704 lbs. Fish—Brooklyn, 212 lbs. Poultry and game—Manhattan, 211 lbs.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Jan. 8, 1927, with comparisons, as follows:

	Week ending Jan. 8.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses.....	8,317	6,471	8,526
Cows, carcasses.....	574	502	1,212
Bulls, carcasses.....	83	59	112
Veals, carcasses.....	9,131	13,260	6,148
Hogs, carcasses.....			
Lambs, carcasses.....	29,166	18,644	22,842
Mutton, carcasses.....	2,656	3,416	4,846
Beef cuts, lbs.....	191,805	371,060	202,721
Pork cuts, lbs.....	1,383,625	1,614,960	1,246,315
Local Slaughters:			
Cattle.....	9,656	9,359	10,270
Calves.....	15,066	11,664	16,121
Hogs.....	56,297	45,636	59,600
Sheep.....	56,941	41,177	47,097

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$9.50@10.50
Cows, cutters	2.75@4.90
Bulls	6.00@7.50

LIVE CALVES.

Calves, bulk	\$13.00@16.00
Calves, culls, per 100 lbs.	8.00@11.50

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$12.00@13.00
Lambs, culls	8.00@10.50

LIVE HOGS.

Hogs, heavy	12.85@12.90
Hogs, medium	12.90@13.00
Hogs, 100 lbs.	12.90@13.00
Hogs, 140 lbs.	13.00@13.10
Pigs, under 80 lbs.	12.75@12.85
Good pigs	12.85@12.95
Roughs	10.50@10.60
Good Roughs	10.75@11.00

DRESSED HOGS.

Hogs, heavy	@19%
Hogs, 180 lbs.	@20
Hogs, 160 lbs.	@20%
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20%

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	19	@20
Choice, native, light	19	@22
Native, common to fair	16	@18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17	@18
Native choice yearlings, 400@600 lbs.	18	@20
Western steers, 600@800 lbs.	14	@16
Texas steers, 400@600 lbs.	12	@14
Good to choice heifers	17	@18
Good to choice cows	12	@13
Common to fair cows	10	@11
Fresh bologna bulls.	11½	@12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22	24
No. 2 ribs	18	21
No. 3 ribs	16	18
No. 1 loins	29	29
No. 2 loins	25	25
No. 3 loins	22	22
No. 1 hinds and ribs	19	19
No. 2 hinds and ribs	17	17
No. 3 hinds and ribs	14	15
No. 1 rounds	16	16
No. 2 rounds	15	14
No. 3 rounds	14	13
No. 1 chucks	14	15
No. 2 chucks	12	13
No. 3 chucks	11	12
Bolognas	6	13
Rolls, reg., 6@8 lbs. avg.	22	23
Rolls, reg., 4@6 lbs. avg.	17	18
Tenderloins, 4@6 lbs. avg.	60	70
Tenderloins, 8@8 lbs. avg.	80	90
Shoulder clods	10	11

DRESSED CALVES.

Prime	23	@25
Choice	20	@22
Good	15	@17
Medium	13	@14

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	24	@26
Good lambs	22	@23
Lambs, poor grade	17	@20
Sheep, choice	14	@16
Sheep, medium to good	11	@14
Sheep, culls	8	@10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26	@27
Hams, 10@12 lbs. avg.	25½	@26½
Hams, 12@14 lbs. avg.	25	@26
Picnics, 4@6 lbs. avg.	18	@19
Picnics, 6@8 lbs. avg.	17½	@18½
Boleties, 6@8 lbs. avg.	18	@19
Beef tongue, light	25	@27
Beef tongue, heavy	28	@30
Bacon, boneless, Western	28	@29
Bacon, boneless, city	23	@24
Pickled bellies, 8@10 lbs. avg.	18½	@19½

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	23	@24
Pork tenderloins, fresh	45	@50
Pork tenderloins, frozen	35	@40
Shoulders, city, 10@12 lbs. avg.	19	@20
Shoulders, Western, 10@12 lbs. avg.	18	@19
Butts, boneless, Western	26	@27
Butts, regular, Western	22	@23
Hams, Western, fresh, 10@12 lbs. avg.	24	@25
Hams, city, fresh, 6@10 lbs. avg.	28	@29
Picnic hams, Western, fresh, 6@8 lbs. avg.	17	@18
Pork trimmings, extra lean	21	@22
Pork trimmings, regular 50% lean	12	@13
Spare ribs, fresh	18	@19
Leaf lard, raw	14	@15

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	85.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	75.00
Black hoofs, per ton	45.00@50.00
Striped hoofs, per ton	45.00@50.00
White hoofs, per ton	55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	100.00
Horns, avg. 7½ oz. and over, No. 1a	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2a	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3a	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	28c	a pound
Fresh steer tongues, l. c. trim'd	35c	a pound
Sweetbreads, beef	65c	a pound
Sweetbreads, veal	1.00	a pair
Beef kidneys	15c	a pound
Mutton kidneys	8c	each
Livers, beef	25c	a pound
Oxtails	18c	a pound
Beef hanging tenders	24c	a pound
Lamb fries	10c	a pair

BUTCHERS' FAT.

Shop fat	2½
Breast fat	4
Edible suet	5½
Cond. suet	4½
Bones	20

SPICES.

	Whole.	Ground.
Pepper, white	40	49
Pepper, black	27	30
Pepper, Cayenne	19	25
Pepper, red	..	..
Allspice	18½	21½
Cinnamon	13	16
Coriander	7	10
Cloves	25	30
Ginger	..	16
Mace	1.15	1.25
Nutmeg	..	48

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Vials.	10	2.15	2.45	2.65	3.40
Prime No. 2 Vials.	17	1.95	2.20	2.40	3.15
Buttermilk No. 1.	16	1.80	2.10	2.30	..
Buttermilk No. 2.	14	1.60	1.85	2.05	..
Branded grubby	11	1.20	1.45	1.65	1.95
Number 3	..	..	..	..	At value

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6¼c	6¼c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal saltpetre	8¼c	8¼c
Double refined nitrate soda, granulated	4¼c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6¼c	6c
Double refined saltpetre, small crystal	7½c	7¼c
Double refined saltpetre, large crystal	8¼c	8c
Double refined nitrate soda, granulated	4c	3¾c
Carload lots:		
Double refined saltpetre, granulated	6c	5¾c
Double refined nitrate soda, granulated	3¾c	3¾c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to ooz—fair to good:		
Western, 60 to 65 lbs. to dozen, lb.	25	@28
Western, 48 to 54 lbs. to dozen, lb.	24	@27
Western, 43 to 47 lbs. to dozen, lb.	24	@26
Western, 36 to 42 lbs. to dozen, lb.	23	@25
Western, 31 to 35 lbs. to dozen, lb.	23	@25
Western, 25 to 30 lbs. to dozen, lb.	24	@28
Western, 21 to 24 lbs. to dozen, lb.	25	@30
Chickens—fresh—dry pkd.—prime to fcy.—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	29	@33
Western, 48 to 54 lbs. to dozen, lb.	28	@31

Western, 43 to 47 lbs. to dozen, lb.	27	@30
Western, 36 to 42 lbs. to dozen, lb.	26	@29
Western, 31 to 35 lbs. to dozen, lb.	26	@29
Western, 25 to 30 lbs. to dozen, lb.	30	@32
Western, 21 to 24 lbs. to dozen, lb.	32	@35

Fowls—frozen—dry packed—prime to fcy.—12 to box:		
Western, 60 to 65 lbs., lb.	31	@32
Western, 55 to 59 lbs., lb.	30	@31
Western, 43 to 47 lbs., lb.	28	@29
Western, 30 to 35 lbs., lb.	24	@25

Ducks—		
Long Island, No. 1, bbls.	30	@33

Squabs—		
White, 11 to 12 lbs. to dozen, per lb.	..	@55
Prime, dark, per dozen	3.00	@4.90

LIVE POULTRY.*

Fowls, colored, per lb., via express	26	@30
Ducks, Long Island spring, via express	..	@34
Geese, swan, via freight or express	..	@10
Turkeys, via express	42	@45
Pigeons, per pair, via freight or express	..	@40
Guineas, per pair, via freight or express	..	@30

*All prices nominal.

BUTTER.

Creamery, extras (92 score)	..	@50½
Creamery, firsts (90 to 91 score)	48½	@50
Creamery, seconds	42½	@44½
Creamery, lower grades	40½	@41½

EGGS.

Extras, per dozen	47	@48
Extra firsts	44	@46
Firsts	42	@43
Checks	30	@33

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

	Ammonia.
Ammonium sulphate, bulk, delivered per 100 lbs.	2.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	2.00
Blood, dried, 15-16% per unit	2.75
Fish scrap, dried 11% ammonia, 15% B, 10 B. P. L.	4.15@10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.10@10c
Fish scrap, acidulated, 6% ammonia, 8% A. P. A., f.o.b. fish factory	3.50@50c
Soda Nitrate, in bags, 100 lbs. spot	2.63
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.00@10c
Tankage, unground, 9@10% ammonia	3.85@10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	31.00
Bone meal, raw, 4½ and 50 bags, per ton	38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	8.75

Potash.

Manure salt, 20% bulk, per ton	11.70
Kainit, 12.4% bulk, per ton	8.70
Muriate in bags, basis 80%, per ton	33.50
Sulphate in bags, basis 90%, per ton	43.00

Beef.

Cracklings, 50% unground	1.00
Cracklings, 60% unground	1.10

Meat Scraps, Ground.

50%	60.00
55%	65.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Jan. 6, 1927:

	Dec.	31 Jan. 1	3	4	5	6
Chicago	50½	Holiday	48½	48½	46½	47
New York	54	Holiday	53	52	50	50
Boston	53½	Holiday	53	51½	50	50
Philadelphia	55½	Holiday	54	53	51	51

Wholesale prices of carlots—fresh centralized butter, 90 score at Chicago:

40 Holiday 48% 47% 46% 46%

Receipts of butter by cities (tons):

	This week.	Last week.	Last year.	—Since Jan. 1—1926.
Chicago	33,143	32,213	31,416	53,143
New York	47,745	42,385	44,986	47,745
Boston	10,514	9,272	6,889	10,514
Philadelphia	17,295	15,616	12,843	17,295
Total	108,697	99,486	96,094	108,697

Cold storage movement (lbs.):

	In Jan. 6.	Out Jan. 7.	On hand Jan. 7.	Same week day last year.
Chicago	24,003	261,368	9,282,280	10,704,710
New York	47,692	85,354	4,182,086	6,715,551
Boston	101,115	3,521,028	5,786,722	5,786,722
Philadelphia	..	19,688	868,464	1,126,094
Total	71,895	467,505	17,953,968	24,348,077

